

# The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING CO.

FEB. 1920

80 MAIDEN LANE, NEW YORK

VOL. XIV  
NO. 12

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(SEE PAGE 9)

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# The American Perfumer

## and Essential Oil Review

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### PROHIBITION AND WASHINGTON.

There has been a lull in prohibition at Washington of concern to our readers, the chief feature of interest being the approval by the Internal Revenue Bureau of four alternative substances for modifying bay rum, toilet preparations and other products that contain alcohol which might be used for beverage purposes. This does away with the need of using tartar emetic.

The arguments in the suit of the State of Rhode Island to nullify the Eighteenth Amendment and upset the Volstead Law are to be heard in the Federal Supreme Court in March. A decision is not probable for several months. Meanwhile bills have been introduced in the New York Legislature providing for the enforcement of the Prohibition Amendment in this State. These bills are even more drastic than the Federal Law. No attempts have been made so far to push any one of them to enactment.

Aside from prohibition our Washington correspondence contains much news that is germane to our trades. The dyestuffs bill receives attention, there is an interesting controversy over toilet preparations, liquid soaps and shampoos, while price maintenance questions again come to the front in the National capital.

### PERFUMERS' CONVENTION.

As announced in our last issue the twenty-sixth annual convention of the Manufacturing Perfumers' Association will be held at the Biltmore Hotel in this city April 6, 7 and 8. Last year two days sufficed to hold the sessions, but this year it has been found necessary to take three days for the proceedings, for there is a larger amount of work to be disposed of, due to prohibition, the prospective swing of business, the deflation of credits and other matters of moment to the industry. Dual sessions will be held, opening at 11 A. M., with routine work up to luncheon at 1 P. M., and resumption at 2 P. M. when addresses and discussions will be in order.

The social side will be full of life and interest. On the first night there will be a theatre party at the Central Theatre where the diverting comedy "As You Were" is being produced. On the second night the members will be free to enjoy themselves as they please. On the third evening there will be the banquet in the Biltmore, at which both gentlemen and ladies will be present. Some good speakers are expected at the banquet, as well as at the regular afternoon sessions, and timely topics will be discussed. Among the acceptances for the banquet is one from a

United States Senator and another prominent Government official is among the prospectives. An excellent speaker from Cleveland will take care of the lighter vein of oratory.

Announcements will be sent soon to the members, giving the full program of arrangements and they are earnestly requested to respond promptly to the committee.

#### INTERNATIONAL COMMERCE CHAMBER.

S. C. Mead, secretary of the New York Merchants' Association, has been appointed vice-chairman and secretary of the American Committee on Permanent Organization of the International Chamber of Commerce. The membership of the American Committee is as follows: John H. Fahey, chairman, former president of the Chamber of Commerce of the United States, Boston; S. C. Mead, New York; A. C. Bedford, president of the Standard Oil Company of New Jersey; Thomas W. Lamont, New York; E. A. Filene, Boston; Richard S. Hawes, president of the American Bankers' Association, St. Louis.

The first meeting of the International Chamber of Commerce will be held in Paris during the first week of June. It will be preceded by a meeting of the International Committee on Organization, which will be held in Paris early in May. This committee, in addition to the Americans, is composed of delegates from France, Great Britain, Italy and Belgium. It had its inception in an international conference held last summer in Atlantic City.

#### VICIOUS BILL IN VIRGINIA.

Mr. Boschen has introduced in the Virginia House a bill that is as ridiculous as it is drastic, but which will need firm opposition in these days of freak legislation. It affects all industries and severe penalties are provided. Here are its aims:

It provides against the selling of anything by anybody above the actual cost price plus a *reasonable profit*. A "reasonable profit" is not defined.

It provides for the keeping of records and submitting them to the inspection of officials of the State of Virginia. Think what that would mean and how it would increase cost to the consumer.

It requires that *costs* shall be marked on all necessities. It provides against hoarding; that is, to hold any quantity beyond a *reasonable length of time*, without defining what is meant by a "reasonable length of time."

It provides against the *sale by one manufacturer to another; of one wholesaler to another; of one retailer to another retailer.*

It defines "necessaries" as including any product or by-product which *may be manufactured* for food for human beings, domestic animals or poultry.

It also includes fuel, wearing apparel or any other *commodity necessary to life*. It does not define what is meant by "commodity necessary to life."

It also includes a provision that would prohibit panel bottles for flavoring extracts.

#### AWARDS IN PRIZE PERFUME CONTEST.

Various reasons have contributed to the delay in the awards of the prizes in the perfume contest, but we are assured that the results of the competition will be ready for announcement in our March issue, in accordance with the terms offered in the announcement made by the firm. One of the elements delaying a decision is found in the nature of the products employed and the necessity for keeping the products a suitable time in order to enable the advertiser to test the "staying" qualities of the odors. This factor naturally must be taken into consideration in making the selections of formulas in awarding the prizes.

#### 1920 BIGGEST ADVERTISING YEAR.

Frank Presbrey, president of the Frank Presbrey Company, struck the keynote of what the advertising agents in all parts of the greatest advertising nation on earth think about the year before us when he told a representative of *Advertising & Selling*: "I prophesy that 1920 will be the greatest year in advertising the world has ever seen and that every advertiser will increase his appropriation." He is joined in this feeling, almost without a dissenter, by every advertising agency in the country.

#### PUSHING THE STEPHENS BILL.

It is reported that the so-called Stephens Bill, which, it is claimed, will prevent the misuse of well known trademarked articles as advertising bait to deceive the public, will be actively pushed by its friends as soon as Congress shall dispose of the railroad and water power legislation now in their last stages.

For several years representatives of wholesale and retail organizations throughout the country, as well as manufacturers, have been going to Washington and urging the passage of the Stephens Bill. It is said that more than eight hundred national and state associations of merchants are behind the measure and that only the intervention of the war prevented its consideration two years ago.

The Federal Trade Commission, after exhaustive hearings and prolonged investigation, has sent two special reports to Congress recommending legislation and formally approving the Stephens Bill. This has greatly encouraged its friends in and out of Congress. The decision to resume active work for the enactment of the bill was reached after a series of conferences held by the American Fair Trade League with advocates of the measure.

#### UNUSUAL ADVERTISEMENTS.

We invite the special attention of our readers to the advertisement of The Palmolive Company on page 37, and an advertiser whose announcement appears on page 36. The Palmolive Company's announcement has to do with their desire to increase their staff by the addition of a sales manager for the toilet preparation department, and the advertiser B. O. No. 740 whose announcement appears on page 36 has used this page to advertise his business for sale.

We emphasize these announcements as they are a marked departure from the usual "Classified Ad" and furnish a valuable tribute to the perspicacity of our readers, as well as to the value of this journal as a medium for reaching the entire industry.

#### FOREIGN DELEGATES COMING.

James A. Farrell, Chairman of the National Foreign Trade Council, an organization composed of seventy-five of the leading American merchants and manufacturers engaged in foreign trade, announces that thirty foreign nations representing Central and South America, Canada, Australasia and the Far East, will have trade advisors at the Seventh National Foreign Trade Convention to be held at San Francisco, May 12-15, for the purpose of supplying first hand information in regard to the markets of their respective countries.

## BABSON ON BUSINESS IN 1920.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions for 1920, based upon thorough investigation and careful observation of the field:

*Work for Increased Savings.*—Are you being misled by the apparent prosperity which your abnormal amount of sales seems to indicate? Free spending is good for business up to a certain point. The present extent of extravagance, however, is rather a sign of diseased fundamental conditions. If the *savings* of the people were increasing at the same rate as their *spending*, then there would be less cause for alarm, but such is *not* the case. Savings bank deposits have increased less than 25% since 1913, while sales of luxuries in dollars have increased more than 100%. It is stated that in the last twelve months alone sales of jewelry in New York City have advanced 48%, fancy furs and wraps 57%, musical instruments 70%, etc. This country imported \$8,357,749 worth of diamonds in one recent month. So great is the demand that diamonds have increased 100% in price since last year.

During the war the people saved because of patriotic reasons. Instead of buying luxuries they bought Liberty Bonds, war saving stamps, etc., in large volume. Now that this stimulus has been withdrawn, the pendulum has swung away over to the other extreme. Liberty Bonds are being sacrificed for fur coats and war saving stamps are going for jewelry. While savings bank deposits have increased faster during last year than they did during the war, *they really have not increased at all when the advance in prices is considered.*

*Value of the Dollar.*—Remember that the dollar is worth only 42c. compared with 1913, in terms of the commodities it will buy. If all the savings were taken out of the banks today they would buy only about one-half of the goods that the total savings in 1913 would have bought at that time. This is why it is especially important that savings should be encouraged. Business enterprise depends upon invested capital. By "invested" capital we mean money which the lender is willing to put into the business permanently or for a long period of time. Bank loans and other short-time accommodation do not furnish a sufficient financial basis for any business.

In years past, the average merchant and manufacturer have tried simply to get people to spend. The banker was the only one who said much about saving. Now we have come to a situation where *all* business interests must co-operate to make the public spend wisely and save. The welfare of all business demands it. For a while, reckless spending and extravagance will support prices and keep business active, but such "prosperity" can be only short-lived. We beg you to give this matter the thought and support which it deserves. For the sake of your business, get behind every movement which will help to show the buying public the folly of extravagant spending. The greatest need of business today is to make people see that in order to prosper they must produce more than they consume and save the difference!

*Plan for Stabilizing the Dollar.*—Professor Fisher's plan for stabilizing the purchasing power of the dollar is the most constructive proposal ever offered in this direction. This plan does not propose to abandon the gold standard, but to correct it. The idea is periodically to

## OUR ADVERTISERS

## EDWARD T. BEISER COMPANY

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Gentlemen:

Enclosed is contract for renewal of advertising space in THE AMERICAN PERFUMER for another year, and we are pleased to say that the results obtained through the use of your paper are overwhelmingly in its favor as compared with all similar mediums now used by us.

The interest which these advertisements have aroused, combined with the exceptional values that we are able to offer, have resulted in most satisfactory new connections.

We commend your efforts to maintain a first-class publication and extend our very best wishes for continued success.

Cordially yours,

EDWARD T. BEISER COMPANY.

vary the amount of gold in a dollar as the general index of commodity prices rises or falls. Thus, the gold dollar would conform in purchasing power at all times to the composite or "goods dollars." The gold dollar now is fixed in weight, but variable in purchasing power. What is proposed is to vary its weight by the general commodity index, in order to make it fixed in purchasing power.

In this brief article it is impossible to go into the details of the plan. Readers, however, who are interested in learning more about it will find a complete treatment of the subject in the several books which Prof. Fisher has published, the best of which is "Stabilizing the Dollar." The best recommendation of the soundness and practicability of the plan is the fact that some 200 of the foremost economists, bankers and business men are now behind a movement to put it into effect.

## NATIONAL FORMULARY REVISION.

The National Formulary Committee of the American Pharmaceutical Association for the fourth revision of the National Formulary has been appointed, and Wilbur L. Scoville, chairman, P. O. Box 488, Detroit, Mich., desires the assistance of all users in the work of revision. He has sent out the following statement:

We ask the co-operation of every chemist, pharmacist, biologist, physician, college of pharmacy, pharmaceutical journal or others who use the book or its preparations to make the next edition better and more useful.

We want your criticism and suggestions.

What formulas or preparations in the present N. F. have you found unsatisfactory? Have you any improvements to suggest for them?

What preparations do you think should be discontinued, and why? What should be added?

In what respects do you find the N. F. faulty or deficient? Have you any suggestions to make for improvements?

The committee will appreciate criticisms from all sources, suggestions of all kinds, the help of the colleges and editors in arousing interest, and we will assure you of an attentive interest in every communication.

## DYESTUFFS AND DRY LAW RULINGS AT WASHINGTON

WASHINGTON, D. C., Feb. 16.—At the time that THE AMERICAN PERFUMER was going to press with its last issue, the Longworth dyestuff bill was still being considered by the sub-committee of the Senate Finance Committee, of which Senator Watson of Indiana was chairman. Since that time the sub-committee has made its report on the bill to the full Finance Committee and the Finance Committee in turn has just reported to the Senate.

Considerable changes were made by both the sub-committee and the Finance Committee since the last issue of THE AMERICAN PERFUMER. For one thing, the sub-committee kept out of the bill the so-called Isermann amendment which related to perfumery and which was as follows:

"Benzyl acetate, benzyl benzoate, synthetic odoriferous or aromatic substances, preparations and mixtures used in the manufacture of, but not marketable as perfumes and cosmetics and not containing Alcohol."

Apparently no effort was made to have this paragraph inserted when the bill was presented to the Finance Committee and while there is a possibility that it may yet be inserted in the bill in the Senate it is not at all likely.

The dyestuff bill, following its passage in the Senate, will go to conference. Of course it is possible that the perfumery amendment might be inserted in the bill before it finally becomes a law.

While the bill was still being considered by the sub-committee a rider was inserted providing for a change in the tariff on print paper but before this was reported to the Finance Committee it was stricken from the bill. One of the important changes which has been made in the bill since the last issue of THE AMERICAN PERFUMER is to reduce the rates of duty contained in the Longworth bill to the rate of duty which is at present law. The committee also changed the length of time for which the law is to be operative from five years as provided in the Longworth bill, to three years, and also the appropriation for the administration of the law by the Tariff Commission was reduced from \$250,000 to \$100,000.

The latter part of the Longworth bill, which provided for a licensing system to be administered by the Tariff Commission and against which there was apparently so much opposition in the Senate, was entirely stricken out of the bill and a new section inserted which practically provides for an embargo which can only be raised by the Tariff Commission if the desired dyes are not manufactured in sufficient quantities in the United States.

### SUMMARY OF PROVISIONS OF DYESTUFF BILL

Senator Watson's report on the bill is as follows:

"The Committee on Finance, to whom was referred the bill (H. R. 8078) to regulate the importation of coal-tar products, to promote the establishment of the manufacture thereof in the United States, and, as incident thereto, to amend the act of September 8, 1916, entitled 'An act to increase the revenue, and for other purposes,' have considered the same and report favorably thereon and recommend that the bill do pass, with the amendments indicated in the reported print of the bill.

"Under the tariff act of September 8, 1916, the coal-tar chemicals are divided into three groups:

"Group 1 comprises the crudes, which are on the free list;

"Group 2, the intermediates, dutiable at 15 per cent and 2½ cents per pound; and

"Group 3, finished products, dutiable in part at 30 per cent and part at 30 per cent and 5 cents per pound.

"Before the Great War, Germany produced \$68,300,000 worth of artificial dyes, which was three-fourths of the world's consumption. In 1914 there were seven establishments in the United States engaged in this industry. There was \$3,000,000 capital invested and about 500 people employed, and the salaries and wages paid amounted to \$500,000. The production was valued at \$3,596,795.

"The conditions brought about as a result of the war forced the people of this country to a full realization of their dependence upon Germany for dyes. They found that many industries needed these articles; that very little capital was invested in plants for the manufacture of either dyes or intermediates; and that prior to 1914, it had been deemed unwise by all manufacturers to engage in this industry, because it was universally believed to be impossible to compete with Germany in the manufacture of these products. But the war caused men in this country to engage in the industry for patriotic reasons. Old factories were enlarged; new companies were organized, and there was a great increase in the output as well as a steady improvement in the quality, uniformity, and variety of the dyes made in this country. The producers found many of the dyes covered by patents owned by citizens of Germany, which made it impossible to develop the industry here until the patents could be taken over by the Alien Custodian, which was done.

"The consumption of dyes in the manufacturing establishments in the United States was about \$25,000,000 a year, but these dyes were absolutely necessary in industries producing \$3,000,000,000 worth of goods annually.

"The Tariff Commission submitted a table of production of dyes in this country in 1918, and the amount produced by the 77 companies making finished dyes was 58,464,866 pounds of the value of \$62,026,390. This was a clear gain over the production of 1917, which amounted to 45,977,246 pounds valued at \$57,796,288, and when it is remembered that there was imported into this country in 1914 over 45,000,000 pounds, the change is wonderful, and it is the best evidence of what can be done in this country.

"It is true that at this time there are many important dyes which are not produced in this country, but the men who have become interested in the industry believe that, in time and with proper protection and regulation, they will be able to supply the demand. More than 300 different dyes were made in the United States in 1918, and many dyes which were not produced in 1917 were on the list of American products in the year 1918. One of the large producers informed the committee that he was now producing several vat dyes, but he was not ready to put them on the market, and did not intend to offer them to the public until he was satisfied that they were equal to the foreign product.

"The total production of the 127 companies producing intermediates in 1918, was 357,662,251 pounds, valued at \$25,382,892.

"The development of the manufacture of synthetic drugs is of the greatest public importance. During the year 1918 there were 32 different drugs of coal-tar origin made by 31 firms in the United States, and the output was more than 3,500,000 pounds, valued at \$8,000,000. Three of these synthetic drugs were in great demand during the recent influenza epidemic.

"The coke industry in the United States in 1918 amounted to 25,900,000 net tons by-product coke, and 30,480,000 net



tions beehive coke. The by-products obtained in the manufacture of coke in 1917 were of the value of \$200,313,000. The total output of finished products of coal tar, exclusive of poison gases and explosives, was 75,494,000 pounds, valued at \$83,095,404. The research work in the coal-tar chemical industry gave employment to over 2,000 chemists, or technically trained men, and fully 25,000 men without technical training, and they were paid from \$10 to \$75 per week. Only 15.4 per cent received less than \$25 per week.

"There are 11,037 establishments in the United States, employing 1,070,460 people, which are directly dependent on dyestuffs, and there are 56,949 establishments employing 1,073,183 people, which are indirectly dependent on dyestuffs, and there were various times in the early part of the war when 400,000 people might have been put out of work for want of dyestuffs.

"In 1918 there were employed in the 187 different dye factories in the United States 27,000 people, and they produced 29,000 tons of dyes together with about 9,000 tons of photographic chemicals, flavors, perfumes, etc., and the intermediates needful for dyes and for other purposes, largely military.

"Dyestuffs are directly related to several of the gases used in war, and for that reason the Chemical Warfare Service is deeply interested in the development of the dye industry in the United States, for the same crudes, or intermediates, that are used in making dyes are also outlined in making gases.

"Now that the war is over and the dye industry of Germany is seeking a market for its products in this country, the producers in the United States will have many serious difficulties to meet if proper protection is not given them. If legislation is not enacted to protect and encourage the dye industry in this country, Germany will do as she did before the Great War. She will have her factories produce more than they can sell at home, and the surplus will be exported to this country and sold at a price which home producers cannot meet. And the result will be that Germany will destroy the domestic manufacture and secure a monopoly of the dye industry, as she did prior to the war. Thousands of distinct dyes were produced in German factories, and over 900 of these were actually sold in large quantities in American markets before the war.

"There is another thing which the people of the United States must remember, and that is that all the most important explosives of the present day are either coal-tar products or the result of chemical processes requiring the use of coal tar, and in all dyestuff factories there is unavoidable production of large quantities of substances which are directly available for conversion into explosives, so that it is important that the government aid the industry in every way possible.

"When the importation of dyes from Germany was cut off by the war, it was encouraging to the people of this country to see the large number of people who went into the industry to serve the government. There were large establishments and small ones, everyone doing its full part. They commenced with the dyes which were the easiest to produce, and gradually expanded the production until today they are producing about 90 per cent of the dyes needed in this country.

"One who has read the story of the work of the German government in the United States just prior to the war, knows that the chemical industry in this country which was under the control of the German government was the center of espionage, German propaganda and direct government activities. They prevented the use of coal-tar products in the munition industry. They undertook to corner the supply of phenol in the United States, and prevent its use in the manufacture of high explosives, and at the outbreak of the war they stopped its importation.

"The United States is virtually independent of Germany so far as the dye industry is concerned, and it is our duty to keep it so. We know what Germany will do to regain her hold on the industry in this country. We know that she will resort to State aid, cartel, combinations, trade export premiums, dumping, bribery, espionage, and propaganda. She did this before, and she will do it again.

"Your committee recommends that the sections of the House bill providing for the issuance of licenses to persons

desiring to import foreign dyes for domestic consumption be stricken out, because we are opposed to a license system in the United States and do not desire to see the government take the initial step in entering upon such a system. The reasons for this are as numerous as they are obvious, and we do not deem it necessary to enter upon any extended argument as to the merit of our contention.

"Your committee further recommends that instead of the license system provided for in the House bill there shall be established an embargo on the admission of dyes to this country to be administered by the Tariff Commission in accordance with such rules and regulations as the commission may adopt within the limitations imposed by this act.

"Section 504 provides that for three years after the approval of this act no dye or intermediate shall be admitted to entry into the United States, or any of its possessions, unless the Tariff Commission shall determine that such article or a satisfactory substitute therefor is not obtainable in the United States or any of its possessions on reasonable terms as to quality, price, and delivery; and, furthermore, that such article is required for use by an actual consumer.

"Section 505 defines the term 'reasonable quality'; section 506 defines the expression 'reasonable terms as to price'; and section 507 defines 'reasonable terms as to delivery,' as used in section 504.

"Section 508 provides that the Tariff Commission may make all rules and regulations necessary and proper for the accomplishment of the purposes of this act, provided that no article enumerated in either group 2 or group 3 of section 500 of the act shall be admitted to entry into the United States or any of its possessions in any case where the Tariff Commission shall determine that the actual consumer for whose use such article is intended has received or may obtain a six months' supply of the article he seeks to import.

"Section 508 further provides that no article enumerated in either of the above groups which may be useful both as a substitute for a domestic article and at the same time suitable for use for some other purpose for which the domestic article is not adapted shall be admitted to entry unless the Tariff Commission shall determine that such article is imported for such other purpose.

"Section 509 provides that the Tariff Commission shall have exclusive jurisdiction of the distribution among the consumers in the United States of any of the articles which may be available under the treaty of peace with Germany.

"Section 510 provides that notwithstanding the prior termination of the present war, the provisions of the trading-with-the-enemy act which prohibit or control the importation into the United States of dyes or intermediates are continued for a period of 90 days beginning with the date of taking effect of this act.

"Sections 511 and 512 confer upon the Tariff Commission other powers deemed essential for the successful execution of this act, while sections 513 and 514 fix penalties for the violation of any of its provisions.

"Section 518 declares it to be the intent of Congress in enacting this act to build up, develop, and protect the dyestuffs manufacturing industry in the United States and also thereby practically lays the injunction upon the Tariff Commission to so construe and effectuate such intent.

"Without going into the details of the operation of this system your committee believe that will at once protect the manufacture of all those dyes and intermediates that are now being produced in the United States, will enable those who desire to manufacture those dyes and intermediates that are not now being produced in the United States to embark with confidence upon their production, will enable all the dye users in the country to obtain on reasonable terms as to quality, price, and delivery all the dyes needed for their purpose whether produced here or abroad, and will within the time limit fixed by the bill establish a complete dye industry in this country that will fully meet the demands of the American consumer, and permanently establish this great industry on an enduring basis.

"Your committee believe that, inasmuch as this bill provides for a system of embargoes that will protect the manufacturers of dyes in such imports alone—those pro-

vided by the existing law—and therefore recommend that the rates provided in the House bill shall be amended by the insertion of those provided by the law approved on September 8, 1916.

"Your committee believe that some import duties are necessary in order to protect those domestic manufacturers who desire to enter upon the production of those dyes and intermediates that are not now being made in the United States and therefore by a majority vote recommend that the existing rates be retained. We therefore recommend the passage of the bill with these amendments."

**ALTERNATE MODIFYING AGENTS FOR BAY RUM, TOILET WATERS, HAIR TONICS, ETC., AUTHORIZED**

The use of Tartar Emetic as the sole modifying agent for Bay Rum is prescribed in Regulations No. 60. This agent is dangerous in character and its use in toilet articles is prohibited by law in some States. The Bureau of Internal Revenue has, therefore, provided four additional modifying agents which may be used instead of Tartar Emetic.

The alternative agents are: (1) Quinine Sulphate, 2 grains per fluid ounce; (2) Cinchonidine Sulphate, 2 grains per fluid ounce; (3) Salicylic Acid, 5 grains per fluid ounce; (4) Resorcin, 5 grains per fluid ounce.

Regulations No. 60 have already been modified by the Bureau officials to provide for this as indicated by the following letter from the Washington representative of the National Wholesale Druggists Association:

WASHINGTON, D. C., Jan. 29, 1920.

Mr. F. E. Holliday, Secy., *The National Wholesale Druggists' Assn., 99 Nassau Street, New York.*

DEAR MR. HOLLIDAY:—I am advised by the Internal Revenue Bureau that it has approved four substances, any one of which may be used in place of Tartar Emetic as a modifying agent in Bay Rum, toilet waters carrying less than 50% of alcohol, hair tonics and other alcoholic preparations which might possibly be diverted to beverage purposes. These substances are:

Quinine Sulphate—two grains per fluid ounce.

Cinchonidine Sulphate—two grains per fluid ounce.

Salicylic Acid—five grains per fluid ounce.

Resorcin—five grains per fluid ounce.

The Bureau's decision not to compel the use of Tartar Emetic will be welcome news not only to the manufacturers of the goods referred to, but also to jobbers and retailers who would be very reluctant to handle toilet articles containing a poisonous substance, and would find great difficulty in marketing goods in several States, the laws of which would compel them to bear a "poison" label.

During the conferences held by the Bureau early in December for the discussion of the general subject of the enforcement of the Prohibition Law, I urged the Bureau officials not to compel manufacturers to use Tartar Emetic as a modifying agent because of its highly toxic properties. The Bureau's ruling authorizing the use of alternative substances of a harmless character is therefore very gratifying.

I am also pleased to report that while the Bureau will require Bay Rum imported in bulk to be modified before being sold in this country, it will not require the modification of bottled goods already in the hands of importers, jobbers or retailers.

Yours very truly,

W. L. CROUNSE.

Extract of Witch Hazel has been held officially to be "unfit for beverage purposes."

**RULING ON TOILET PREPARATIONS, SOAPS, SHAMPOO, ETC.**

The Interstate Commerce Commission has handed down a decision in case No. 10446 of the Palmolive Company

against the Chicago, Milwaukee & St. Paul Railway Company et al. In their syllabus in this case the Commissioners say:

"First-class rating in the western classification and the resulting rates on Palmolive shampoo, in less than carloads, found to have been legally applicable and not found unreasonable. Complaint dismissed."

The decision in part is as follows:

"The issue is one of classification interpretation. Palmolive shampoo is the copyrighted trade name applied to a liquid compound consisting of cocoanut, palm, and olive oils, saponified with caustic potash, to which coloring, perfume, water, and 8 per cent of alcohol are added. The bottle labels show that it contains an antiseptic. It is extensively advertised as a hair and scalp cleanser and is used exclusively for that purpose. It is shipped in artistically designed tapering 8-ounce glass bottles with glass stoppers, packed in sawdust in strawboard boxes, 12 bottles to the box. Occasional shipments are made in 1-gallon bottles in pulpboard cases, crated. It is invoiced as Palmolive shampoo and sold to retailers at \$4.05 per dozen bottles.

"Shampoos were not and are not specifically rated in the western classification. Prior to October 15, 1916, when the shipments in controversy moved, defendants applied the first-class rating provided for 'Toilet preparations, not otherwise indexed by name, including Facial Cleaning Cream, in glass or earthenware or in metal cans in boxes,' less than carload. A fourth-class rating was contemporaneously provided on 'Soap, Liquid: In glass or earthenware, packed in barrels or boxes,' in less than carloads, but on October 15, 1916, this rating was increased to first-class. The reasonableness of the present rating is not attacked.

"Complainant insists that Palmolive shampoo is not a toilet preparation, but is a liquid soap and was entitled to the fourth-class rating.

"Liquid soap is a compound of fats or oils saponified with caustic potash to which water is added. Lower grades of oils and fats are generally used in the manufacture of liquid soap than are used in shampoos. Liquid soap may be colored or perfumed, and is usually shipped in bulk, in cans, or barrels. It ranges in value from 5 to 30 cents per pound. The cheapest grade is valued at about 60 cents a gallon, and is used principally in soap dispensers at washstands.

"For defendants it was stated that while liquid soap is one of the constituents of this preparation, it contains other ingredients; that shampoos are compounded for purposes other than those for which liquid soap is used; that there are many kinds of shampooing compounds under trade names that have various oils, liquid soaps, or eggs as a basis; that shampoos are usually advertised as containing medicinal properties for diseases of the scalp; and that they are all toilet preparations within the meaning of the governing classification. In 1913, complainant's predecessor requested the transcontinental carriers to include Palmolive shampoo in their list of commodities named under the heading of drugs.

"We find that Palmolive shampoo was included within the western classification description of 'Toilet preparations, not otherwise indexed by name,' less than carloads, to which the first-class rating and resulting rates were legally applicable. Upon the record we do not find the applicable first-class rates unreasonable. An order will be entered dismissing the complaint.

"It appears that complainant has received refund from the defendant carriers on certain shipments of Palmolive shampoo governed by the western classification to the basis of the fourth-class rating and rates. The law requires that the carriers shall charge and collect and the shippers pay the rates legally applicable."

**NEW PRICE MAINTENANCE PROSECUTION**

The Federal Trade Commission has announced that it will hold a hearing on March 8 in the case of the Vick Chemical Company, of Greensboro, North Carolina. It manufactures proprietary remedies and similar products. The Commission claims that the company has prescribed certain specific standard prices at which its products shall be resold by dealers purchasing the same from them, with



the purpose and effect of establishing uniform resale prices, eliminating competition in price among dealers handling the same, and depriving said dealers of the right and opportunity to resell such products at prices which they may deem adequate. It is charged that the company has

(a) Made it generally known to the trade that they would refuse to sell to any and all dealers failing to observe and maintain said prices;

(b) Threatened to refuse to sell to dealers who had in fact failed to observe said resale prices, unless said dealers would agree or give assurances that they would in future observe the same;

(c) Refused to sell to dealers failing or refusing to make such agreements or give such assurances, or who in fact had failed or refused to observe said resale prices; all with the result that dealers handling said products have been generally induced and coerced by said acts of respondents and others to observe and maintain said prices, and with the result that prices charged consumers of said products have thereby been unduly enhanced.

#### GUARANTEE AGAINST PRICE DECLINE

WASHINGTON, Jan. 17.—Victor Murdock, chairman of the Federal Trade Commission, has issued the following statement in connection with the question of guarantee against decline in prices:

"The question of guarantee against decline in price has been the subject of so many complaints before the Commission and opinion seems to be so diverse that the Commission has determined to go into the whole matter thoroughly.

"As a basis for the necessary expenditures attending upon such an inquiry, such formal complaints have been issued presenting various phases of the subject. To the end that every party at interest may be fully represented, the Commission is inviting, generally, producers, manufacturers, merchants (wholesale and retail) and consumers, to declare their interest so that the Commission may know what parties should be represented.

"The Commission is asking you therefore to communicate as speedily and as widely as possible with your membership advising them of the invitation and to notify the Commission of the nature of their interest in the subject, if any.

"As soon as this list of the parties at interest in the matter can be compiled, it is the purpose of the Commission to invite each or any of them to submit his observations in writing. This follows the custom of the Commission in numerous other similar cases.

"A reasonable time limit for the filing of written statements will be given, after which they will be assembled and as far as possible, classified, and each correspondent will be furnished with a copy of the whole document.

"As soon thereafter as is possible, it is the purpose of the Commission to call a general hearing at Washington at which parties at interest may be present in person, by representative or by counsel, and an orderly method for hearing the matter will be laid out.

"As in everything where the public interest is involved, the utmost expedition consistent with care and full opportunity for the presentation of all sides is to be desired.

"Letters similar to this are being sent to various associations and concerns, but the Commission feels that its present list by no means includes all those whose interests may be affected.

#### MISCELLANEOUS WASHINGTON MATTERS

The Bureau of Internal Revenue has issued a statement relative to the regulations governing the use and procurement of intoxicating liquors for medicinal purposes. Both the physician who prescribes and the pharmacist or druggist who sells liquor for medicinal purposes must have a permit.

The Sunbeam Chemical Co. of Chicago, Ill., has filed an answer with the Federal Trade Commission in docket 463. The Trade Commission had issued a formal complaint against the Sunbeam Company, which manufactures dye soap. The firm denies that it has instituted suits for unfair competition against competing manufacturers of dye soap.

The Treasury Department has announced the allowance of drawback on flavoring extracts manufactured by the

Heywood Chemical Company of New York with the use of domestic tax paid alcohol.

The Plomo Specialty Manufacturing Company, Cleveland, Ohio, and the Riverside Refining Company, Cleveland, Ohio, a corporate trade name adopted by the Plomo Company, have been ordered by the Federal Trade Commission to desist from engaging in unfair methods of competition in the manufacture and sale of oils, turpentine and kindred products in interstate commerce.

The Interstate Commerce Commission has announced that a hearing will be held on March 8 in case 11,126 of the Globe Soap Company et al. against the Alabama Central Railway et al. at Cincinnati, before Examiner Garry of the Commission.

The Bureau of Supplies and Accounts, Navy Department, has received the following bids for 5,000 pounds of white castile soap in four pound bars: John J. Grote & Company at 42c per pound and Heaney Manufacturing Company at 18c.

#### U. S. TRADE MARKS IN BRITAIN.

The American Chamber of Commerce in London has met with a gratifying response from the British Government Board of Trade with regard to the protection of American trademark interests in Great Britain in a case where a British concern was using the American flag, and words and phrases indicating American origin or connection where none existed.

A member of the American Chamber, who for years has been importing American proprietary articles, called the Chamber's attention to a British preparation which in its advertising on its container and bottle labels bore a reproduction of the American flag, followed by the initials "U. S. A." and the word "American" in large letters. The product was, however, entirely British.

The Chamber wrote to the Board of Trade, pointing out that when the American flag, the words U. S. A., etc., are used on articles manufactured and sold in Great Britain a false impression is conveyed and should the article not come up to the user's expectations it might create an unfairly based prejudice. The Board of Trade was asked what action might be taken.

According to the Chamber all traditions of departmental red tape were shattered when the Board of Trade, without pursuing the normal channel of communication by letter, rang up the very next day to get further particulars, since when it has taken the case up personally with the manufacturers, ultimately informing the Chamber that the firm has agreed to refrain from the practice objected to.

#### HUMORS OF THE LUXURY TAX.

We take from the *Figaro* the following true story of the working the French luxury tax:

A man went to one of the big furniture dealers to buy a writing table. Choosing one of the least pretentious pieces, he asked the price. It was 800 francs, which seemed rather high. The shopman, however, added: "We will add this little arm-chair. It isn't dear. Only 50 francs."

"No. I don't want it. I have quite enough chairs."

"Excuse me," said the seller. "If you buy the desk alone, I shall have to ask you to pay the luxury tax, which comes to 80 francs. But if you take the chair as well I shall be able to put down your purchase as a suite—office furniture. For the tax limit is 1,500 francs, and I do not have to charge you on a purchase of 850 francs. Thus if you take the chair you save 30 francs and have an extra piece into the bargain."

As a measure of economy the chair was bought.

## COMPACT ROUGE AND POWDER\*

By G. Ludwig

[The following article appeared in the recent issue of the *Seifensieder-Zeitung und Revue*, published in Germany. It is of special interest as showing the point of view of the German manufacturers whose rejuvenated competition after real peace shall have arrived, will have an effect on international trade.—Ed.]

A few weeks ago I saw the latest samples of a well-known Paris perfumery factory. The rouge attracted my special interest, more than all of the other pretty things. It is so daintily made up, so perfect in coloring, pressing and engraving, and so pleasingly perfumed that it will be bought wherever it is exhibited.

The fine cosmetics in general, and the compact rouges and powders especially, have always been given my greatest attention. As I traveled much in different parts of the world I had occasion to observe not only many different manufactures, but also the taste and the demands of the public. When I took a position with a foreign firm the first question addressed to me was: "Can you make a compact rouge?"

The compacts seen in the market are often so inferior that one can but wonder why the manufacturers show so little interest in their products. Under these conditions it would certainly be better not to manufacture the articles at all, because such poor goods do not win friends and only hurt the sales of other specialties. There is a number of very good brands, but they are so glaringly in the minority that for this reason alone they attract attention wherever they are met.

The striking defects of most of the compacts are:

I. The poor preparation of the powder substance. The different color particles can be seen peacefully resting between the white ground substance, even with the naked eye. The rouge is a regular mosaic, instead of the finished color which it should be.

II. Another unpleasant surprise comes when the substance is rubbed, as in ordinary use. The substance is not as fine as the covering layer promises, but coarsely granular. Some of the rouges in the market could almost be taken for sandstones.

III. Some of the tints one meets are incredible. The manufacturers evidently have no idea how these colors look on the skin. Glaring brick-red and pink with a violet tinge are two examples.

IV. The solidity of the substance. I have observed that many manufacturers use identical molds, so that it looks as if all compacts were made in one and the same factory. Strangely all of them also have the same fault. The upper, curved part either falls off by itself, or it can easily be removed on the plainly visible line of fissure. While one brand may safely be dropped on the floor without injury, another brand is so soft that it crumbles, even when touched in the most careful manner. The latter kind probably was solid enough at the time of pressing, while the former became hard later. These defects can only be avoided by an expert of wide experience, but much may

be accomplished for the benefit of this industry by careful experiments and the necessary patience.

Every perfumer knows how a rouge ought to be. I can therefore save the trouble of describing a model product, and besides the facts stated above teach plainly enough how the product should *not* be. In regard to the principal colors I desire to say a few words, though. A color must never be judged solely by its appearance, but should be thoroughly tested, either alone or in connection with other colors. The serviceability is only demonstrated by the test, and this alone shows the true face of the color. No attention should be paid to the price. The cheapest colors are often the most expensive ones. The color must be of sufficient strength and its application to the skin should produce the tint which is expected from the finished rouge. The composition of different shades requires personal taste and a good knowledge of the character of the colors. Every possible attention has to be given to the thorough mixing of the color with the ground substance. In connection with this there are divers tricks which, when once grasped, simplify the pressing process materially. To ensure proper granulation it is necessary to take the weather into consideration, especially when the manufacture is carried out on a large scale.

All necessary raw materials are obtainable in sufficient quantities, and there is absolutely no reason why the perfumer should not produce perfect preparations. There is also a good demand for compacts, especially for firms working for the export trade. Do we again want to permit our French neighbor to gain superiority? There is no reason for this.

I have pointed out the defects of the manufacture of rouges as far as this is possible in this article. At the same time I have indicated the possible improvements, given to all manufacturers who desire it, because I only desire to help to abolish the mistakes which are still made in the cosmetic trade. We will only be able to regain our former place in the world by turning out the very best products. I am technical director of a plant which does not think of the manufacture of rouges, as it is fully occupied with the production of other specialties.

### COSMETIC CREAMS.\*

Creams occupy an important position among the cosmetic preparations and enjoy great popularity, because they are easy to pack and generally can be kept for a long time. On account of these qualities creams have found extended use during the last few years in the care of the skin, the teeth and the finger nails, as well as a substitute for shaving soaps.

In *Der Seifenfabrikant* Dr. A. Lubin furnishes an interesting list and description of a number of cosmetic creams, which he defines as salve-like substances, emulsified with water. As a base for the various creams substances capable of absorbing water are used, for instance glycerine, gelatine, tragacanth, lanolin, starch, karagh moss and quince mucilage. The soap creams form a special preferred variety

\*From *Seifensieder-Zeitung und Revue*; vol. 46, No. 28; 1919.

\*From *Deutsche Parfumerie-Zeitung*, vol. 5, No. 22, Nov. 29, 1919, page 242.

and their basic substances are stearin, beeswax and spermaceti.

The first place among the various kinds of creams is occupied by the skin creams. Their main purposes is to keep the skin pliable, and to protect it against chapping. Besides these preserving tasks they have special cosmetic purposes. Creams which are to whiten the skin are mixed with zinc oxide, potassium chloride, or hydrogen peroxide. For the removal of blackheads and other blemishes of the skin an admixture of flowers of sulphur is used, and for the removal of freckles a small addition of cream of tartar or citric acid.

The skin creams are aliphatic or non-aliphatic. The former variety is also called cold cream, because it formerly was generally prepared by the cold process. Lanolin is principally used as a base for the cold creams, but other fats (for instance beeswax and almond oil) are added. An addition of borax is necessary for the preservation of the cream. To conceal the lanolin odor a little palmarosa oil is added with the perfuming substance used.

The non-aliphatic creams are divided into jellies and casein and soap creams. The principle base of the former is gelatine, but starch and other vegetable matter, which has been transferred into a jelly-like substance by boiling, are also used. The substance is mixed with glycerin by stirring and in special cases also with a certain quantity of honey. The mixture is then perfumed and a little borax is added to preserve it. Casein creams are little used, but the soap creams occupy an important place. The latter are obtained by boiling fats (tallow, stearin etc.) with alkalis and adding cocoanut oil, castor oil or glycerin. With the stearin other fats may be melted, for example cocoa, butter, spermaceti or beeswax. An addition of castor oil makes the soap creams transparent.

Most frequently the soap creams are used as tooth creams. They not only disinfect the mouth, but also clean the teeth mechanically. The latter purpose is accomplished by an addition of magnesium carbonate or precipitated calcium carbonate. An addition of *sapo medicatus* (purest neutral fat soap) is also necessary. The substance is perfumed with peppermint oil and may be colored with a little cochineal or carmine. Glycerin should be added to prevent the hardening of the cream in the tube.

On account of the scarcity of soap during the last few years the shaving creams have quickly found favor with the public. They have the advantage that their application is easier than that of soap. From the soap creams for the care of the skin they differ in the degree of the saponification, which is carried out with stronger alkalis and completed.

The so-called hairdressing creams are really only a special kind of pomatum. They are obtained by adding *sapo medicatus* and perfume to a pomatum substance. The latter is produced by melting ceresin, colophony and glycerin together.

The nail creams are used to produce a high polish and a delicate pink tint of the finger nails. They are best prepared from soap creams and get their high polishing quality from an addition of beeswax or spermaceti. A little quantity of powdered pumice stone of the finest kind is also added for the polishing of the nails.

## UNITED STATES NOW LARGEST PRODUCER OF TALC AND SOAPSTONE.

America leads the world in the talc and soapstone industry, not only in production, but especially in manufacture and use. The output of talc in the United States sold in 1918, according to J. S. Diller, of the United States Geological Survey, Department of the Interior, was 191,477 short tons, having an average value of \$10.91 a ton. This was a decrease of about 7,000 tons in production as compared with that of 1917, but an increase of more than \$200,000 in value.

Talc was not considered a war mineral and its production was retarded by the war, but the spread of knowledge concerning its uses and its usefulness has stimulated the talc industry. Its more general use has been promoted by the formation of a talc and soapstone producers' association, of which Freeland Jewitt, of Boston, is president.

Vermont produces the largest quantity of talc, but the output of New York is of greater value. California ranks third in quantity and value and, notwithstanding the general decline in production elsewhere in the United States in 1918, it more than doubled its output of 1917. California produces some soapstone, but the bulk of its production is ground talc, mined in Inyo and San Bernardino counties, where it is more or less intimately associated with limestone and in part possesses a fibrous structure similar to that in much of the talc of the Gouverneur region, New York.

The United States produced about 58 per cent of the world's output of talc in 1918 and in addition imported more than 11 per cent of all the talc produced by the rest of the world. As little if any talc was exported, it is evident that the United States is preeminently a consumer of talc. Canada is the only competitor for the domestic trade in middle-grade talc. About 12,000 tons, 96 per cent of the talc imported in 1918, came into the United States from Canada.

The United States is well supplied with low and middle grade talc, but lacks high-grade material for use in toilet powder, electric insulators, and gas burners, commonly called lava tips. The talc used for such purposes is imported mainly from Italy and France and, through other countries, from India.

Within the last two years a new and interesting source of talc has been found in a large dike of serpentine in Harford County, Md.

Virginia is the only great producer of soapstone in the world, shipping more than 15,000 tons in 1918. The production has, however, declined irregularly for the last 10 years. Soapstone is one of the rocks that are most widely useful to primitive peoples, who, on account of its softness, resistance to sudden changes of temperature, and slow radiation of heat, employ it chiefly as "potstone"—that is, for making pots. We make a similar use of it in soapstone stoves, foot warmers, and disks for fireless cookers, although in this country it is used principally in laundry tubs, laboratory tables, hoods and sinks.

## Lemon Grass Oil Analysis.

H. J. Prins. The bisulfite determination of citral in lemon-grass oil is inaccurate because the methyl heptyl ketone present is determined as citral. The sulfite method is to be preferred. The alkali formed in the latter determination must be removed. In lavender oil, adulteration with terpenyl acetate can best be detected by its much slower rate of saponification than the linalyl acetate of the genuine oil. The valuation of citron oil is difficult; the aldehyde number is not a reliable criterion. Even the odor is used as a test. In practice the simplest method is that of Bennett, forming the oxime of the citral and titrating back the excess of  $\text{NH}_4\text{OH}$ .

# HOW A VAST SOAP ADVERTISING CAMPAIGN IS CONDUCTED

Intimate View of the Head of a Great Industry and His Methods, by the Retail Public Ledger and Printed Through the Courtesy of Advertising and Selling

Back of the great advertising campaign of the Procter & Gamble Company, makers of Ivory Soap and countless other lines, is William Cooper Procter, who not only directs the campaigns, writes copy for them and in general supervises its immense publicity, but is also president of the company bearing his name.

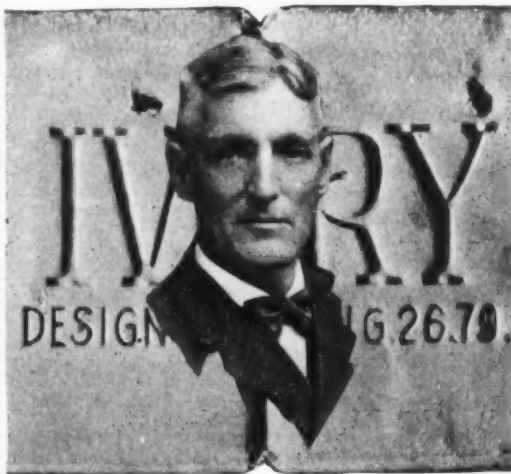
The scope of the advertising that Mr. Procter is responsible for cannot be judged by the familiar magazine pages of Ivory Soap and Crisco advertisements alone. This advertising has a range that few people grasp, for the Procter & Gamble Company scatter broadcast over the country every year over a half billion full-page magazine advertisements. All have seen them—the familiar, quiet, dignified, pleasing reminders of the uses of Ivory Soap that have occupied the front pages of magazines for years and years. Or the delicious-looking, appetizing color reproductions that accompany Crisco recipes each month—or the pages of P. and G. White Naphtha and Ivory Soap Flakes that portray in such an attractive manner the fact that these soaps are not merely the best for the use for which they are made, but that they are used by the most discriminating people throughout the whole country.

Imagine these half billion sheets bearing "P. & G.'s" name, its trade-mark, its guarantee, its story of its four most famous products, released at one time, each sheet fluttering down and settling into the homes of good Americans—lying on the library table, in hotels, trains, in town and country, everywhere in forceful, clear and moderate statements, reminding those who run and read of the Procter & Gamble standard products.

This is only one side of the advertising, and mechanically the simplest. It is then decided where these pages shall best appear. Then are combined the picture and the text, working from one to the other as the exigencies of the month demand, keeping the "seasonable" picture as nearly as possible in the month in which it belongs. There is usually a prearranged schedule to which all these things must conform. To the task of developing this schedule are put the artists most adapted or are fitted into it pictures received "on speculation" and kept to use whenever they fall in line. Text is then made and the printers given pictures and text. They combine the two in appropriate type, border and setting and submit designs for approval.

Half a billion is a surprising figure even if each unit is only a sheet of printed and colored paper. Twenty millions is only one-twenty-fifth as many. But for the

magazine sheet, should one substitute a home representing a family averaging between four and five people, you may conceive of the extent of the P. & G. field advertising. In one year, through their method of direct house-to-house advertising, as many as 80,000,000 people are visited. They go direct to the people and say: "Here is a cake of our soap that we would like you to try. If you like it and find that it will actually do all we say of it, ask your grocer to supply you with it regularly." To remind this woman of the soap they ask her to try, they call upon her again and ask if she has used it, if she has found it satisfactory and give her a coupon which she can take to her grocer's. For this coupon he will give her a cake free, if she buys a cake. He is paid when he returns the coupon. This form of advertising brings the three essential factors in the national distribution of soap into direct and cordial contact: the company, the grocer, who keeps on his shelves the brands of soap his customers ask for, and the people who use the soap. Through this direct advertising of the entire solid population of a community, the company's name, attached to a brand it backs, is spread securely abroad and the reputation of both is firmly established.



WILLIAM C. PROCTER—THE MAN IN THE FOREFRONT OF ALL P. & G. ADVERTISING.

There are many other forms of advertising "media" used—direct and indirect; experimental and old, long-established traditional forms that vary only sufficiently to attract the casual attention; signs of all sorts; the ever-popular window display; the dummy carton, holders, posters, streamers and a thousand and one other flaunting placards that make the average grocery store a study.

It is this belief in the merit of their products, their knowledge that their quality never varies, their conviction that their popularity is justified that stand behind any form of advertising "P. & G." choose to use.

Mr. Procter is about sixty years "young," looks much less, and outside of his personal guiding of the firm he heads is a great lover of the outdoors. He has one great hobby—civic improvement—and in Cincinnati where he lives he heads most of the recent great municipal enterprises. The war fund campaigns were a great success under his leadership, as were other various drives during the war. He was formerly colonel of the First Ohio Infantry (147th U. S. I.) and during the great war all his employees who volunteered were paid their salaries in full until they returned.

Mr. Procter is a Princeton graduate of 1886 and went from there into the Ivorydale works, where he learned the business in all its phases and succeeded his father as president of the concern in 1907.



# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Charles D. Joyce, Attorney Thomas E. Lannen, Chairman R. H. Bond, of the Legislative Committee and other officers and committeemen of the Flavoring Extract Manufacturers' Association, have been busy during the month just ending in looking after the kinks in the enforcement of the Federal prohibition laws and in scenting out and opposing bills in the various legislatures that would have an injurious effect upon the industry, should they be enacted into laws.

Since our last report Circular No. 99, dated January 22, has been sent to the members of the association. This circular contains matter in relation to the regulations issued for the enforcement of the Eighteenth Amendment. The regulations were printed in our last issue.

Representative Johnson's H.R. 11,876 bill to amend the federal food and drugs law, now pending, in Congress, is being watched by the association.

Members are advised and urged to act promptly on notices from the officers of the association to oppose objectionable legislation either in Congress or in any of the State legislatures.

### BILL AIMED AT FLAVORING EXTRACT INDUSTRY

The association has called attention to an especially injurious Virginia bill aimed at the flavoring extract industries, (some provisions of which will be found in our editorial department on page 390 of this issue). The circular says:

"Among other things, this bill prevents the sale of any food product 'if it be in a container so made, formed or shaped as likely to deceive or mislead the purchaser as to quantity, quality, size, kind or origin of the food therein.'"

"This is directly aimed at the panel bottle in which flavoring extracts, as well as some drugs, are packed by all manufacturers in the United States, and it is copied from the Haugen Bill, which is in the National Congress, and which our organization and the trades have been fighting.

"The Department of Agriculture, through its Bureau of Chemistry, is endeavoring to foist upon the trade a round bottle for the packing of extracts. You know how this would disorganize the industry, cause the loss of hundreds of thousands of dollars in equipment, cartons, labels and bottles, and how, at the present time, with bottles so hard to get, it would practically, temporarily, put an end to the extract business.

"Extracts have been sold in panel bottles from time immemorial, and it is not a deceptive bottle, although the Agricultural Department holds that it is. There is not a housewife in the United States who does not know just how much food will be flavored by the extract held in the panel bottles of different sizes, and we venture the assertion there is not one who could make even a guess at what that which is contained in a round bottle would flavor. If you will take a round bottle and compare it with a panel bottle holding the same amount, you will see that in certain lights the round bottle looks like it holds far more than the panel bottle.

"Then, too, with regard to contents, the bill makes this

provision: 'In the case of articles labeled, branded, or tagged so as to plainly indicate that they are compounds, imitations or blends, and having the word 'compound,' 'imitation,' or 'blend,' as the case may be, plainly stated on the package in which such article is offered for sale; provided, the labeling is according to the rules prescribed by the Dairy and Food Commissioner with the approval of the Commissioner and the Board of Agriculture and Immigration.

"This would give the Virginia Dairy and Food Commissioner, with the approval of the Commissioner of the Board of Agriculture and Immigration, power to say just what should go on the label. No such power as this ought to be placed in the hands of any one man. It can serve no possible good, and can only be productive of misunderstanding embarrassment, loss and ill feeling on the part of the trade, as well as on the part of the people.

"This bill ought by all means to be defeated or its objectionable features eliminated."

### SODA WATER FLAVORS MANUFACTURERS.

Thomas E. Lannen, secretary of the National Association of Manufacturers of Soda Water Flavors, has issued the following important notice:

"It has come to my attention that some firms, who I understand are not members of the National Manufacturers of Soda Water Flavors, are giving bottlers and others to understand that it is illegal to sell alcoholic soluble soda water flavors containing the necessary amount of alcohol to hold the flavoring principles in solution—in other words, the regular soluble soda water flavors. These firms are endeavoring to mislead the trade into the belief that the only flavors that are legal are the non-alcoholic soda water flavors.

"Members are advised that these firms are in error in giving out any such information. The recent official rules and regulations issued by the National Prohibition Commission clearly permit the manufacture and sale of the standard alcoholic soluble soda water flavors made in the regular way that they have been made in the past and sold for legitimate soda water flavoring purposes."

Secretary Lannen also has issued a circular to the members regarding the regulations promulgated for the enforcement of the United States Prohibition Law.

### BAD BILL IN MISSISSIPPI.

Chairman Bond, of the Legislative Committee of the Flavoring Extract Manufacturers' Association, calls attention to a new form of annoying manufacturers. This is shown in a substitute for Mississippi Senate Bill No. 33, by Mr. Roberts. This is the second substitute which has been offered for Senate Bill No. 33, and it is about as bad as it is possible for a bill of this character to be. It prevents the "sale or giving away of any proprietary or patent medicine, or any alcohol-bearing compound containing more than ten per cent of alcohol," unless there shall be attached to the bottle or other receptacle containing same a fac-simile of a certificate from the United States Internal Revenue Bureau, stating that such preparation contains no more alcohol than is necessary for the preservation thereof. It also requires that records of sales shall be kept in a well-bound book, showing the name of the purchaser, residence, name of the medicine or mixture sold, and the date of sale.

Of course, there are no formulas for patent and proprietary medicine, flavoring extracts, etc., on file with the Internal Revenue Bureau at Washington, although they

have regulations concerning the amount of alcohol which any preparation shall contain. Then, too, it would be impracticable to attach such a certificate as this even if there were such a record on hand for flavoring extracts, drugs, perfumes, toilet waters, etc.

#### SACCHARINE IN SOFT DRINKS.

WASHINGTON, Feb. 20.—An attack on the soft drink tax and upon use of saccharine in soft drinks as a sugar substitute is expected to materialize at a meeting of the executive board of the Association of American Bottlers of Carbonated Beverages, which will convene here February 24. The fight against saccharine is based upon the rulings of the Bureau of Chemistry of the Department of Agriculture, according to H. A. Renz of this city, member of the executive board.

Action will be taken, it is predicted, to place before Congress the stand of the association with regard to saccharine, before hearings are held on a bill to permit its use. The bill is now before the House agricultural committee.

According to James Vernon, Jr., of Detroit, president of the National Bottlers' Association, a large part of the \$80,000,000 collected by the Internal Revenue Bureau has been paid by the children for 5 cent glasses of "pop" and soda water. An attempt will be made, he declared, to demonstrate to Congress that soft drinks are not a luxury, and are part of the daily consumption of the American people, children and adults, rich and poor.

#### DRY LAW AND EXTRACT STANDARDS.

It has been discovered that Prohibition Regulations No. 60 do not contain the standards prescribed by the Internal Revenue Bureau for flavoring extracts in T. D. 2940. This should not be construed to mean that therefore such standards have not been prescribed. It was learned from one of the administrative officers of the Internal Revenue Bureau at Washington recently that the standards prescribed in T. D. 2940 for flavoring extracts shall be regarded as the official standards just as though they were incorporated in Regulations No. 60. They cover more than two solid pages in T. D. 2940 and may be obtained upon application to any local revenue collector, or to the Internal Revenue Commissioner in Washington.

#### Hearing on Ohio Extract Bill.

Representatives of the Ohio Wholesale Grocers, the Retail Grocers' Association and the Flavoring Extract Manufacturers appeared before a legislative committee, February 2, at Columbus, to protest against the Ohio bill to license retail druggists. They objected because the bill restricts the sale of household remedies, proprietary medicines and flavoring extracts at wholesale and retail druggists.

"The bill plainly is discriminatory against the grocers and in favor of the druggists," declared Frank M. Raymond, Columbus, representing wholesale grocers. He charged Senator William Miller, chairman of the committee which proposed the bill, with seeking to prevent sale of flavoring extracts by any except registered pharmacists as a prohibition measure.

#### Kentucky Bills Would Ban Extracts.

Bills in the Kentucky legislature would prevent the sale of lemon or other flavoring extracts containing more than  $\frac{1}{2}$  of 1% by volume of alcohol. This would prevent the sale of any flavoring extract, would close every soda fountain and soft drink bottling establishment in the State, would prevent the housewife from securing flavors to flavor foods and confectioners and bakers from securing them for their products. It would also prevent the sale of any medicine containing more than  $\frac{1}{2}$  of 1% of alcohol.

#### As Others See the Extract Industry.

Here is an interesting item in the New York Post: "The domestic demand for flavoring extracts is now being entirely met by American products. The present flourishing condition of the trade comes as the result of an immense amount of chemical research and experiment."

### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

#### Service and Regulating Announcements.

No. 24 of the Bureau of Chemistry's service announcements, issued in January, contains the following:

Food Inspection Decision 179.—Amending Regulation 29, Which Relates to Marking the Quantity of Food in Package Form.—Paragraph (j) of Regulation 29 of the Rules and Regulations for the Enforcement of the Food and Drugs Act is hereby amended by striking out the words "two avoirdupois ounces" and inserting in lieu thereof "one-half avoirdupois ounce," so that paragraph (j) as amended shall read as follows:

(j) A package containing one-half avoirdupois ounce of food or less is "small" and shall be exempt from marking in terms of weight.

332. Use of the Term "Net Weight When Packed."—The Food and Drugs Act requires that food in package form shall bear a statement of the quantity of the contents at the time it is offered for interstate shipment or otherwise comes within the jurisdiction of the act. Because of variations in weight which may occur before shipment, a statement of "net weight when packed" is not necessarily a statement of the net weight when offered for shipment. Allowance should be made in packing products which are liable to change in weight, so that the declaration of net weight will be true at the time the article becomes subject to the operation of the law.

331. Labeling Oils.—Inspectors of the bureau have recently encountered shipments of edible oils labeled with some statement, such as "winter-pressed cottonseed oil compounded with pure olive oil." Investigation has shown that some of these products contain only a trace of olive oil.

It is the opinion of the bureau that the use of olive oil in small quantities simply for the purpose of labeling such products as compounds and naming olive oil as an ingredient is in violation of the Food and Drugs Act, if the products come within its jurisdiction. Any ingredient mentioned on the label of a compound should be present in sufficient quantity definitely to impart its characteristics to the product. Cottonseed oil, to which only a sufficient proportion of olive oil has been added to impart an olive-oil flavor, may properly be labeled as "cottonseed oil flavored with olive oil," or some similar term. Such a product, however, should not be labeled as a compound of cottonseed and olive oils.

This principle is applicable also to the labeling of similar products made from other oils with olive oil.

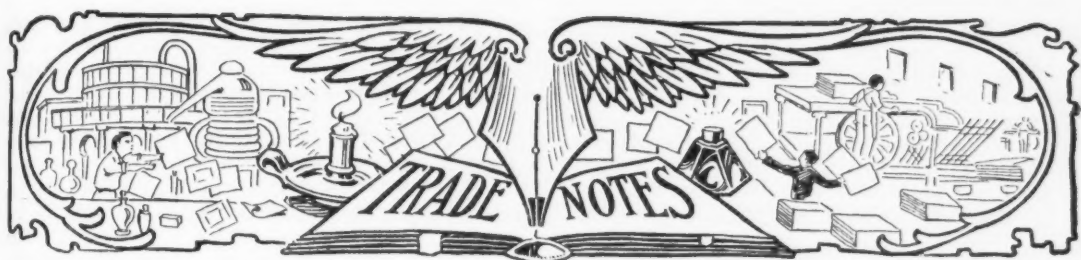
#### St. Louis Saccharine Case Ends.

The famous test case against saccharine, which has been on trial in St. Louis for several weeks, ended in a disagreement of the jury. This was a case which the United States Department of Agriculture fought against the Monsanto Chemical Works of St. Louis, for shipping saccharine. The Government officials undertook to prove that saccharine is harmful, and in this effort the Government failed, as the jury disagreed. The case has been pending here since 1916. Immediately upon the disagreement of the jury, the Monsanto Chemical Works requested the court to proceed at once with another trial so as to get the issue settled definitely as soon as possible, but the Government attorneys declined to try the case again until the next term of court, some months from now. Dr. Alsberg was present at the trial practically all the time.

#### No Soft Drinks Near Churches.

Kentucky House Bill 282, by Mr. Lee, referred to the Committee on Alcoholic Liquor, would practically prohibit the sale of soft drinks or ice cream in any part of the state, because it is hard to find a place that is three miles from any church without getting out into the country and entirely away from cities and villages. The bill should be promptly and vigorously opposed.





Mr. A. E. Boas, connected with the Northern Warren Corp., of this city, sends us picture card of a Cuban cocanoot grove. Mr. Boas is in the island republic for the purpose of "putting Cutex in Cuba to stay."

Mocq, Burnier & Cie, Inc., have moved to new and larger quarters at 347 West 36th street, New York.

Edwin Henry Burr, New York manager for Roure-Bertrand Fils, Grasse, and Justin Dupont, Argenteuil, France, died suddenly January 31 at his home, 29 Claremont avenue, New York City. Mr. Burr was born in Columbus, O., September 5, 1856, the son of the late Stephen H. Burr. Soon afterward the family moved to New York and Mr. Burr was educated here. Early in life he was in the grain trade, but in 1893 became connected with the Lazell-Dalley Co., perfumers, taking the position of manager and acquiring a large acquaintance in the essential oil industry. In 1901 Mr. Burr entered upon his final business chapter, having then been appointed New York manager for Roure-Bertrand Fils and Justin Dupont. In this capacity he served his parent house with discretion and devotion, at the same time broadening his friendships in the trade. He made many voyages to France to gain first-hand information in conferences with his principals. Mr. Burr was a prominent member of the New York Drug and Chemical Club, having served as its president. He was a Mason and belonged to other fraternal orders. He is survived by his widow, Mrs. Sarah Silver Burr; two daughters, Mrs. Margaret Burr Todd and Miss Eleanor Randall Burr, and a sister, Anna M. Burr. Funeral services were held on February 3 and the interment was in Rosedale Cemetery, Orange, N. J.



EDWIN HENRY BURR

Mr. A. W. Haas, credit manager of the New York branch of the Norwich Pharmacal Co., has been appointed chairman of the Committee on New Membership of the Drug Trade Section of the New York Board of Trade and Transportation.

The National Aniline & Chemical Co. has sold its Brooklyn plant, formerly the property of the Beckers Aniline Works, to a new company called the Hilwalkal Corporation. The consideration was not disclosed, but is believed to have been about \$750,000.

The sudden death, from pneumonia, of Mr. J. K. Proctor, of Wyncote, founder and for many years president of The Philadelphia Textile Machinery Company, and originator and inventor of the well known "Proctor" Dryers, which occurred at Ocean City, February 11, 1920, has been a great loss to his many friends and business associates.

Mr. Proctor is survived by his widow, Mrs. Sarah Jane Proctor, and two daughters, Mrs. A. D. Wallis and Mrs. L. B. Sain, both of Wyncote, and sixteen grandchildren.

Mr. Proctor was born in Chelmsford, Mass., March 11, 1848. His parents died when he was very young, and he therefore started work at a very early age on the farm of one of his relatives, and secured his education under great difficulties, principally by attending night school after working hard all day on the farm. At the age of 16, he entered the Union Army, in the Civil War, and after his return was bound out as an apprentice in the shops of C. G. Sargent's Sons Company of Graniteville, Mass., where he became foreman at the early age of 21 years. Soon after this he came to Philadelphia and started in the machinery business under the name of Proctor and Lindsay, afterwards the Philadelphia Burring Machine Co., and then the James Smith Woolen Machine Company, where he designed and built the first garnett machine made in the U. S.



MR. J. K. PROCTOR

In 1883 he founded what in 1885 became The Philadelphia Textile Machinery Company, now located at 7th St. and Tabor Road, Philadelphia, to build garnett and other woolen machinery. In 1890 he started to design and perfect the drying system now known as "Proctor" Dryers, which have revolutionized the method of drying formerly used, and through which pass many of the products that are now in common use in this country, as well as abroad. Most of the smoking and chewing tobacco raised in this country goes through this process, as well as many other products such as cotton, wool, hosiery, soap, paint, veneer, chemicals and clay.

Mr. Proctor was much interested in church work and for many years was actively interested in the Kensington Branch of the Y. M. C. A. He was much loved by all those with whom he came in contact. Though a tremendous worker and of exceptionally dignified appearance he had a most sympathetic and kindly personality which bound all those who met him intimately with the utmost respect and love.

We are advised by the Edward T. Beiser Co., Inc., 112 West 40th St., New York, that Mr. Addington Doolittle, until recently secretary and treasurer of the company at their headquarters in Chicago, is no longer connected with the company.

The advices also state that Mr. W. J. Kimerling, who has been on the selling staff of the company in Chicago, is also no longer connected with the company.

Mr. William J. Canary has been designated manager of the by-products department of Charles F. Garrigues & Co., of 54 Wall street, this city. He was for a number of years connected with Swift & Co., Inc.

Mr. James M. Bush and Mrs. Bush sailed for England on the *Carmania* January 29. Mr. Bush is at the head of W. J. Bush & Co., London, England, and has been in the United States about two months visiting the various branches of the parent corporation.

Mr. S. P. Nickells, of the S. B. Penick Co., New York, was confined to his home recently following a touch of the influenza. According to Mr. Penick, he was not seriously afflicted and expected to be out soon.

Warren Soap Mfg. Co., of Boston, Mass., has made arrangements with the Massachusetts Institute of Technology, under what is known as the Technology plan, whereby the company will have the benefit of having a nationally known institute work in co-operation with the soap works plant.

Mr. S. J. Sturm, who was connected with the Acme Extract and Chemical works, of Hanover, Pa., for some time, has embarked in business for himself and is operating as the Purity Extract & Chemical Co. Employed in the laboratory of the Purity Co. is Mr. Jacques Bergoi, French perfumer and extract chemist, who will retire soon from active work and whose formulas and processes have been acquired by Mr. Sturm.

K. Chowdhury, of Romola Parfumerie, Chicago, reports that the new concern, which started business on December 8, succeeded in selling all of the perfumery it put on the market by December 23, adding:

"We expect to have an unusual business during the new year. In furthering our business we will depend in many cases on your publication. We therefore wish you a very prosperous and progressive year."

Derma Viva Co., 608 South Dearborn street, and Pearl La Sage, Inc., 4325 Drexel boulevard, Chicago, manufacturers of toilet articles and toilet preparations, have been admitted to membership in the Chicago Association of Commerce.

The American Druggists Syndicate and subsidiary companies in the year ended December 31 last showed profits of \$82,767 and a profit and loss surplus of \$424,211. President C. M. Goddard says that the company recently acquired complete control of the Organic Salts & Acid Co., which is making drugs heretofore exclusively imported from Germany, especially orsacoid, a camphor substitute, for which orders are in hand exceeding \$2,000,000.

V. Vivaudou, president of V. Vivaudou, Inc., made public recently his report covering operations of the corporation for the first three months of its existence, September 1 to November 30, 1919. The income account showed gross sales of \$1,442,872 and gross profit, after deduction of sales costs, \$529,445. Net profit after all other charges totaled \$328,684 and total income for the three months available for dividends aggregated \$329,615, or approximately \$1.10 a share on 300,000 shares of stock outstanding. On January 2, 1920, a dividend of \$150,000 was paid, making the surplus for the three months \$179,615.

In his report Mr. Vivaudou spoke with confidence of the future. The export trade of the company, he declared, is developing rapidly and only recently an order for \$35,000 of the company's products was received from a Swiss concern. "I expect," he said, "that our shipments for January will amount to between \$450,000 and \$500,000 and that in February and March our shipments will substantially increase. I estimate that during 1920 our gross business will amount to upward of \$8,000,000. If we had our new factory operating at this time I feel that our business would be not less than \$10,000,000."

Although the Supreme Court of the United States decided in favor of Colgate & Co., which was recently indicted for an alleged violation of the anti-trust law, on the complaint of the Federal Trade Commission, a new complaint has been lodged by the Commission charging the concern with unfair competition because of its price maintenance policy, otherwise known as the "Colgate plan." The new charge is that the refusal of the company to sell to dealers who do not re-sell at the prices the company suggests is unfair to the competitors of Colgate & Co. in that the effect of the policy is to compel dealers to purchase Colgate products in preference to those of other manufacturers who do not insist in maintaining prices. The company has issued a statement denying the charge of unfairness and pointing to the decision of the Supreme Court as proof.

A similar charge is now pending against the Beechnut Packing Co. of New York, which appealed from a decision of the Commission ordering it to cease its policy of refusing to sell to price-cutters. A decision by the United States Federal Circuit Court of Appeals in this case is expected soon.

The store of Mr. Fred. Dolle, a prominent member of the Barbers' Supply Dealers' Association, 669 West Madison street, Chicago, Ill., was entered by burglars some time Friday night, February 6, and was robbed of more than \$2000 worth of merchandise in the shape of knives, razors, etc. This is the second time in a year that Mr. Dolle has had visitors after the closing hour. The previous time the burglars were scared away before they got anything, but they made up for it this time.

Grandchildren of Henry Tetlow, Philadelphia manufacturer of toilet articles, have begun a contest for a share in his \$500,000 estate. They allege that when he made his will, November, 1917, he was insane. Under the will the widow, Mrs. Lidie Tetlow, his second wife, whom the manufacturer married about fifteen years ago, inherited his entire estate.

Graesser-Monsanto Chemical Works, Ltd., of Raubon, North Wales, has been formed with a capital stock of £400,000. The company unites the interests of R. Graesser, Ltd., of Raubon, and the British interests of the Monsanto Chemical Works of St. Louis. The plant of R. Graesser was established in 1867, and the business has principally been in phenol and cresols. Steps will be taken, however, to manufacture at the Raubon Works all of the products now being made by the Monsanto Chemical Works in this country. The consolidation was affected by the Monsanto company because of the large business it had built up in England since the war started, and which the many changes in import restrictions made uncertain.

The many friends of Mr. Chas. H. Alker, manager of the essential oil department of Orbis Products Trading Co., Inc., general offices, 215 Pearl St., New York, will be glad to learn that he has fully recovered from a recent operation.



CHARLES H. ALKER

On Wednesday, Feb. 25, he will sail on the steamer *Patria* for the Riviera to recuperate his strength fully, and he will take advantage of the opportunity to visit some of the company's principals in Southern France.

The Orbis Company has been in existence only seventeen months, but in that brief space has won an important place in the chemical, gum, essential oil and allied industry.

Herewith we present an illustration of the new building on which McCormick & Co., flavoring extracts, spices, etc., Baltimore, expect to spend \$1,500,000. There will be nine stories and basement and only steel, concrete and glass will be used in the construction. The floor space will cover an area of more than twelve acres. The site fronts 240 feet on Light street, 153 feet on Barre street and 320



McCORMICK &amp; COMPANY'S NEW BUILDING

feet on a 20-foot alley. The excavation and foundation are about completed and the work will be pushed along rapidly. Every modern device for conserving labor and ministering to the comfort and convenience of the employees will be installed. There will be a big assembly room and a roof garden for the employees, who also under the McCormick system may become stockholders in the

company. Space will be provided for one of the largest printing plants in the city, for the firm's own use.

McCormick & Co. was started thirty years ago by William M. McCormick, who not only has made a success, but who now is president of the Baltimore Commercial Bank, one of the sound and progressive institutions of the city. Fourteen of the McCormick staff, including brother R. A. McCormick, have been with the establishment for more than twenty years and have watched its growth from small beginnings to its latest enormous expansion.

T. H. Duffy Co., Inc., Salem, N. J., has begun the manufacture of a line of toilet preparations.

Dr. H. F. Croen, vice-president of the Commonwealth Products Corporation, Elizabeth and New York, returned on the *Adriatic* February 8th from a six months' business



DR. H. F. CROEN

visit to Europe. In view of the fact that Dr. Croen's travels took him through France, Switzerland, Denmark, England and Germany, he has gathered a very good impression of conditions on the other side which will be very valuable to the company in their plans. In the allied countries it appears that conditions are not as bad as some reports would seem to indicate, and the neutral nations are also getting back to a better working basis with a

fair degree of speed. In Germany, on the other hand, the scarcity of coal is one of the principal factors that restricts progress and no very great change may be expected until this important situation has improved.

The newly enlarged plant of the company at Elizabeth is nearly ready in its entirety for full operation and when operating with a full complement will afford a greatly increased output.

American Can Co., following its custom, entertained the members of the National Canners' Association at its annual convention in Cleveland last month, with a night of vaudeville at B. F. Keith's Hippodrome. A very attractive souvenir program was given to the guests.

The program was designed and arranged by Mr. O. L. Deming, advertising manager of the American Can Co. Mr. Deming always can be depended upon to turn out something unusual in his line of endeavor.

The forty-fifth annual meeting of the National Wholesale Druggists' Association will be held at the Hotel Gibson, Cincinnati, Ohio, during the week beginning October 25, 1920. Details of hotel accommodations, rates and routes will be made at a later date by the appropriate committees having charge of these matters.

Mr. Geo. L. Ringel, of Columbus, O., the ever-popular representative of Fritzsche Brothers, Inc., New York, in Ohio, Western New York and Pennsylvania, recently visited New York, and following his usual custom called to lighten the Editor's labors with his cheery presence.

Mr. F. H. Ungerer, vice-president of Ungerer & Co., New York City, spent a week recently in Chicago, making his headquarters at the branch store of the firm, 326 West Madison street.

The H. & S. Pogue Co., Cincinnati, O., on March 1, will retire several old employees, making ample provision financially for their interests. Among them is Miss Jerdie Marsh, for forty-two years buyer of toilet goods, etc., in the Fogue establishment.

The report recently printed that C. F. Sauer & Co., of Richmond, Va., proposed to build a big plant in Baltimore for the manufacture of flavoring extracts was erroneous. Sauer & Co. have planned an addition to their Richmond plant and through some misunderstanding of a telegram the idea was conveyed that the company intended to move, which is not the case.

Mr. E. Ward Bartram, manager of perfumery sales for the United Drug Co., Boston, has accepted a similar position with Lazell, perfumer, Newburg, N. Y.

Among the 1920 calendars received too late for mention in our last issue was a good sized one, with large figures, from Geo. V. Gross & Co., essential oils, 30 Old Slip, New York City.

Another attractive calendar is from John Taylor & Co., Ltd., perfumers, Toronto, Ont.

Felicitations from friends abroad also have been received, these including cards from Manl. Romero and F. de la Bandera, Malaga, and Beardo, O-Repiso y Compania, fabricantes y exportadores de aceites esenciales, Huelva.

Charges that W. J. Melville, president of the Western Soap Co., of Los Angeles, Cal., defrauded Mrs. Elizabeth Lydick out of 1665 shares of stock of the Tizit Manufacturing Co., makers of soap products, are made in a complaint issued recently by Deputy District Attorney Randall. According to Mrs. Lydick, when plans were under way for the consolidation of the two companies she entrusted her stock, valued at \$1,665, to Melville with the understanding that it would be turned in to the Western Soap Co. when other shares were received from stockholders of the Tizit Manufacturing Co. The charge is made that Melville had the stock transferred to himself on the books of the Tizit Manufacturing Co., thus converting the shares to his own use.

Hummel & Robinson, of 26 Cortlandt street, New York, have made arrangements with Mr. W. R. Sturges to act as their representative and agent for the Southern territory, for the sale of dry colors and chemicals. Mr. Sturges has been connected for the last seven years with Reichard-Coulston, Inc., formerly J. W. Coulston & Co., 303 Fifth avenue, New York.

How a British naval officer in Libau acquired a luxurious mahogany furnished private yacht in exchange for two cases of toilet soap was told by Lieut. Lucien E. Messinger, until recently in charge of children's relief work in Lithuania for the American Relief Administration. "Soap is so scarce throughout Eastern Europe," declared Lieut. Messinger in a report made to Col. Harry Cutler of the American Jewish Relief Committee, "that this English naval officer found himself the most sought

after man in Libau when it was discovered that he had a small quantity of soap. One of the wealthiest citizens in Libau, with plenty of the luxuries of life but none of the necessities, finally got two cases of soap in exchange for his private yacht."

James E. Pearson, Jr., was elected president and general manager of the Magic Soap Products Co. January 25 by directors of the new \$2,000,000 corporation which recently purchased the properties of the old Magic-Kellar Soap Co., Pocahontas and Washington streets, Louisville, Ky. He has been manager of Bradstreet's Mercantile Agency for the last six years. The Magic Soap Products Co. will manufacture approximately 16,000,000 pounds of soap and other cleaning products annually, according to present plans.

A drug and chemical club is being formed in St. Louis. The organization committee is made up of the following: J. H. Ambler, O. L. Biebing, Dr. Chas. E. Casperi, W. C. Hayhurst, E. O. Hopkins, James H. Howe, Albert Bond Lambert, Edward Mallinckrodt, K. D. Mellier, G. D. Merner, George R. Merrell, Carl F. G. Meyer, L. R. Milliken, John F. Queeny, George S. Robins, Frank Ruff, Fred Sultan, Dr. H. W. Whelpley, Ralph J. Whitelaw, Paul J. Wielandy and John A. Veazey.

The officers pro tem are: Carl F. G. Meyer, president; Oscar L. Biebing, vice-president; James H. Howe, treasurer, and George S. Robins, secretary.

The committee chairmen pro tem are: George R. Merrell, membership; G. D. Merner, publicity; Ralph T. Whitelaw, finance; Dr. Charles R. Casperi, speaker, and E. I. Hopkins, house. Mr. Hopkins is resident representative for J. L. Hopkins & Co., New York.

Vero Trading Co., Inc., and the Virocacao Co., Inc. have moved to their new quarters, occupying the entire first floor of 719 Broadway, New York City. New telephone numbers: Spring 4730 and 4731.

Elgin National Products Co., Elgin, Ill., manufacturing Aristo cleanser and soap saver, and controlled by A. C. Krueger, has purchased a two-story brick building at 112-114 Douglas avenue and is installing new machinery to cope with an increasing demand for its products.

Mr. John F. Queeny was elected chairman of the board of the Monsanto Chemical Works, St. Louis, at the annual meeting of stockholders held last month. Mr. Gaston DuBois was named as president and Mr. Howard O. McDonough as vice-president. Mr. Edward M. Queeny was chosen secretary. Messrs. Walter R. Phemister and Julius Bebie were named treasurer and director respectively.

The Chemicals, Drugs, Medicine and Druggists Specialties Sub-Division of the St. Louis Chamber of Commerce has elected the following to serve during the year 1920: George R. Merrell, vice-president and general manager of the J. S. Merrell Drug Co., chairman; H. H. Hettinger, president St. Louis Dental Manufacturing Co.; Celsus Orear, secretary Blackwell-Wielandy Book & Stationery Co.; W. C. Hayhurst, manager Parke-Davis & Co., and C. L. Chittenden, salesman for Schroeder & Tremayne.



The Melba Mfg. Co., Chicago, of which Mr. Francis W. Jones is the president and active head, recently placed on the market a new talcum bearing the trade mark "Glory." The novel design of the tin box in which it is packed was illustrated in our October, 1919, issue (page 41), in the advertisement of the Metal Package Corporation, Brooklyn, which designed and made the can. This can is one of a series of 165 for which design patents have been granted to Alfred E. Bruns, president of the Metal Package Corp. These various designs are reserved for talcum powder manufacturers and when a selection is made, the design selected is held for the exclusive use of that customer. Other designs that have been shown in our pages are those made for Marshall Field & Co., Chicago; Meyer Bros. Drug Co., St. Louis; Mellier Co., St. Louis, and, in this issue, the Dupont-Young Corporation, Boston and New York.

On account of the death of Charles A. Webb, who, together with William Graham, constituted the firm of A. L. Webb & Sons, it has been necessary to liquidate. William Graham has formed a copartnership in association with Charles R. Ditman and Frank A. Warner, Jr., who were also connected with the firm of A. L. Webb & Sons, to conduct the general business of naval stores, oils and kindred articles, under the name and style of William Graham & Co., with offices at 200 Maryland Trust Building, Baltimore, Md. The change will not affect the alcohol business of A. L. Webb & Sons, Inc., distributors for the United States Industrial Alcohol Co.

Miss Clara Rice, the enterprising and progressive toilet goods buyer for N. Snellenburg & Co., Philadelphia, left January 10 on a trip around the world, expecting to be away six months. Business as well as pleasure is the motive for the journey. Miss Rice's itinerary includes Chicago and other cities to the Pacific Coast, sailing on the steamer *Empress of Russia* to Hawaii and Japan, going thence to China, India and Cairo, next via the Mediterranean to Sicily, thence through France, Switzerland, Belgium, Holland and Great Britain, coming home across the Atlantic Ocean.

Mr. S. E. Conrad has taken charge of the toilet goods department of the W. L. Milner Co., Toledo, Ohio. He formerly was with H. A. Meldrum, Buffalo, N. Y.

Frontier Soap Corporation, of Buffalo, N. Y., has purchased the plant and business of the Granite City Soap Company, Inc., of Newburg, N. Y., and expect to take possession this month. The new owners, it is understood, will continue the business of the old company and in addition will make a new patented soap product.

On account of the death of H. W. Durgin, who was the principal owner and the manager of the Granite City Soap Company, Inc., and the retirement of Judge Seeger upon his election to the Supreme Court bench, who was formerly on the executive committee of the company, the directors decided last May to sell the business, and since that time the plant has been for sale.

Robert H. Hibbard, who since the death of Mr. Durgin has been president and treasurer of the Granite Co., will devote himself to the practice of law at 120 Broadway, New York City. Robert Mills will continue as superin-

tendent and Miss Elizabeth S. Walsh will remain in charge of the office.

The Granite City Soap Co. succeeded L. & J. Oakley, who had conducted the soap making business in Newburgh for a number of years. It has been organized under the laws of the State of Maine in 1888, two years later becoming a co-operative concern, with retail grocers as stockholders. The factory has a frontage of 234 feet on Liberty street, with a depth of 125 feet on Benard avenue and South William street, with a front and rear projection affording spacious offices in front and in the rear rooms for storage and other purposes.

Passage of a Federal law against commercial bribery is being urged by William B. Colver, member of the Federal Trade Commission, in addresses before various associations. In one of these addresses he said:

"Seventeen or eighteen of the states now have such laws. So far as I know, they are wholly or partly dead letters in nearly all of the states, and for this reason the business man going into competition in a state where there is no such law says that he is under a handicap, that he cannot meet his competitor on the same grounds his competitors can occupy, because the state laws against commercial bribery are not equally enforced. We feel that if the Federal law was made the groundwork for the whole country, and everybody applied it the same throughout the states that it would save some millions of dollars yearly for the business public, and more than that for the consuming public.

"Let me tell you what I mean by commercial bribery. Some of the people who commented on our work said that we were trying to prevent a man from giving his customer a cigar or before the first of last July buying him a drink or taking him to a theatre. That is not it at all.

"For instance, there is one concern in Chicago, and I won't mention its name, whose president has an account of \$8,000 a year for perfumery. That is the way it goes through the books. He said it was for Christmas presents, but couldn't explain exactly why he spent about a twelfth of the 'perfumery' money in February. That was too much to get by on even on the theory of doing Christmas shopping early. Of course, it wasn't perfumery at all.

"There was another concern where we found that the secret commissions given to the employes of customers and customers of competitors amounted in two years, to something like \$1,400,000, and the customers of course paid it all; and the customers pay for that 'perfumery' I mentioned—all of it, and then he passes it on to his customer and finally you or I or some other ultimate consumer pays for this 'perfumery,' but we don't know it and we don't even smell it."

Mr. Bernard Kronish is at present in Paris and will make a tour of continental Europe with the purpose of adding to the already exclusive line of toilet preparations, hair nets and hair wavers for the firm of Adolph Klar, of this city, of which Mr. Kronish is manager. A cable has just been received in New York to the effect that Mr. Kronish has just closed arrangements with one of the most prominent French perfumers, whereby the Adolph Klar firm will become exclusive American agents for the complete line of perfumes of the firm whose name is not given for publication.

The American Safety Razor Corporation, which now owns the companies manufacturing the Gem, Star and Ever-Ready safety razors, has formulated manufacturing and sales plans that mark a new step in the industry in which it is engaged. These plans will create additional good will through increased service in selling the "shaved face." By the "shaved face" is meant that from this organization every accessory—the safety razor, the blade, the soap, the brush, the talcum powder, and perhaps the lotion—necessary in the operation of shaving the face, will come from the American Safety Razor Corporation and its subsidiary, the American Safetee Soap Corporation.

"Each safety razor," J. T. Ashbrooke, general manager of the soap organization, points out, "is a machine working for the safety razor corporation and which must be given service by that company. It must be fed with supplies and accessories. The new organization believes that, knowing the intricacies of safety-razor making, it is best equipped to give that service."

The sales problem which faces the American Safetee Soap Corporation is, of course, not to be compared with that which confronts the every-day soapmaker when he enters this field.

"The retailer," Mr. Ashbrooke says, "will readily understand that the corporation manufacturing three branded, advertised safety razors would not stand as sponsor for a soap or talcum powder that is not of merit. The retailer can see that such a condition would be injurious to the most important phase of the business—the sale of safety razors."

"In this reasoning the retailer and the public will find assurance of quality. To this advantage on the sales side, there are still two others to be added: (1) All of the salesmen of the soap corporation have a definite list of prospects; and (2) a greater retail outlet is available for this soap corporation in that such stores as those of the hardware and sporting goods dealers become full-fledged service stations selling soap, brushes, talcum powders, etc."

This widespread and great distribution of its product which the soap corporation looks for, immediately after the product is released for consumption, as a result of the removal of many difficult obstacles from the path of its sales force, will be backed by a large consumer advertising campaign. The consumer will immediately be made familiar with the semaphore signal denoting safety, the trade-mark of the company, so that the retailer may enjoy the experience of quick turnovers.

Palmolive Co., Milwaukee, Wis., it is reported, has decided to erect a factory for its products at Oakland, Cal. It is to take the place of the Portland (Oregon) plant which recently was destroyed by fire. The new factory will cost about \$500,000, of which \$150,000 will be expended for machinery. It will have a capacity of 100 tons a day, twice that of the burned plant.

Saberton Manufacturing Co., of Tampa, Fla., has bought property at New Orleans, and intends to move its machinery from Tampa to New Orleans for the manufacture of soap. The firm will spend between \$300,000 and \$500,000 improving the plant. It is engaged in the manufacture of toilet and laundry soap, as well as vegetable oils and employs about 100 persons. It has been in Tampa for several years and is moving to obtain the export advantages offered by New Orleans.

Mr. Williard A. Walsh, secretary and treasurer of Compagnie Morana, New York, returned recently with Mrs. Walsh and their daughter Margaret from a three months' trip to France, Italy and England.

Mr. A. U. Andrus, treasurer of J. L. Hopkins & Co., importing drug merchants of New York, has returned to his desk following an illness of one week.

Mr. Robert Leslie, Cincinnati branch manager of the Spencer, Kellogg & Son, Buffalo, N. Y., is on an extensive business trip through the South.

Among others the New York Merchants' Association has elected the following new members:

American Ironing Machine Co., Mr. John L. Mayer, manager, 70 West Forty-fifth street—Manufacturers of Ironing Machines and Laundry Equipment.

Hall, E. N., Mr. Henry B. Hall, 320 Broadway—Manufacturer Lye.

Sloan & Russell, Inc., Mr. Henry L. Sloan, president, 132 Nassau street—Chemicals, Oils, Greases.

Warren, Northam, Corporation, Mr. Northam Warren, president, 114 West Seventeenth street—Manufacturers of Manicure Specialties.

Health Officer Craster, of Newark, N. J., has shut down hard against itinerant soap peddlers. He has seized 218 boxes of soap that was being peddled in the city and has issued a warning against patronizing persons selling soap from house to house.

A. P. Babcock Co., 116-118 West Fourteenth street, New York, has bought the factory of the Neweiler Embroidery Works, 52 Patterson avenue, East Rutherford, N. J., and will make alterations to adapt the plant to the manufacture of perfumes. The A. P. Babcock Co. was established in 1893. The officers are R. C. Bultman, president; L. E. K. White, vice-president and general manager; H. Henry Bertram, secretary and treasurer, who with F. Newton Carpenter form the Board of Directors.

Edward Mallinckrodt, Jr., of the Mallinckrodt Chemical Co., is back in St. Louis from a big game hunt in British Columbia. He left St. Louis last in the summer and he hunted in the famous Cassiar district. He reached the game limit allowed by the Canadian law except in goats. He got two brown bears, one moose, two mountain sheep and one mountain goat, and lots of ducks, geese and small game.

The Philadelphia Textile Machinery Co., manufacturers of drying machinery, have opened an office in the East River Bank Building, 291 Broadway, New York, of which Mr. H. S. Landell will have charge. The following is a partial list of various types of dryers handled: Chemicals (pharmaceuticals, pigments, etc.), leather dryers, tobacco dryer, hat dryer, automatic hosiery dryer, veneer dryer, and special dryers for all purposes.

F. F. Ingram Co., Detroit, Mich., manufacturer of toilet specialties, is about to make an extended campaign in Latin America. Large space in newspapers and special magazines will be used.



Dr. Martin Szamatolski, president of the Standard Chemical Co., Bayonne, N. J., returned recently from a two months' trip to Holland and Germany. He reports the German chemical manufacturers as preparing to invade the American market with dyestuffs, medicinal chemicals, synthetic perfume materials, etc., on a basis that would make the continued existence of American manufacturers rather precarious. He is strongly in favor of a suitable licensing plan by which the control of such imports by the Tariff Commission in order that American producers will be shielded from ruinous competition.

The annual convention of the store managers and executives of the Owl Drug Co. was held in the Palace Hotel, San Francisco, January 19 to 23, and proved a decided success in every respect. The program covered reports, addresses, discussions and prize talks upon a wide variety of subjects of interest to Owl men. The new laboratory was inspected, there were luncheons, automobile rides, an athletic carnival and a masquerade ball. Taken altogether it was a busy, useful and enjoyable week.

Another chapter in its war on alleged chemical and drug trade fraud is sent to us by the Drug & Chemical Mercantile Agency, 299 Broadway, New York City. This report concerns the operations of the Martin M. Bailey Co., which, it is stated, has been under suspicion in Cincinnati, New York, Indianapolis and other cities. Bailey was arrested recently in Cleveland, Ohio, and held in \$10,000 bail. Jacqueline La Rue, a woman in his employ, was arrested at the same time, and held in \$5,000 bail. The charges were made by H. K. Cochrane, Postal Inspector, who alleged that Bailey had used the mails for the purpose of defrauding merchants. The Agency states that Bailey has swindled manufacturers out of fully \$100,000 in the last five years. Merchandise found under his control has been confiscated and a bankruptcy petition has been filed against him. Scores of firms are listed as complainants.

In connection with the Spring Fair that will be held in Lyons, France, from May 1 to 15, 1920, Messrs. Bernard-Escoffier Fils of Grasse have invited all of their friends and correspondents to visit their stand, No. 39, Groupe 34, Place Bellecour, Lyon. They will avail themselves of this opportunity to celebrate the centenary of the foundation of the firm (1820-1920) and will be glad to welcome as many friends as possible to the festival that will be given in connection with this celebration. The firm's sale representative in the United States and Canada is the De Lorme-Holman Co., 186 North La Salle street, Chicago.

We are advised that Mr. A. R. Toole succeeds Mr. H. G. Patton as buyer for the S. S. Kresge Co., Detroit, Mich.

Lord Leverhulme, sailing from America for England on the *Kaiserin Auguste Victoria*, summed up his impressions of his visit to the United States as follows: "A good many years ago some one, I think, although I am not quite sure that was the grandfather of the present J. Pierpont Morgan, remarked that the man who went bear on the United States would go broke. I want to say that the man who doesn't go bull on the United States will die broken-hearted."

For some time purchasers of a certain make of beer, which has found ready demand in Easton, Pa., have commented upon the "kick" that is in it and believe that it comes from alcohol. They have been praising it, because of this fact, and it is known that the "kick" is there. The beer is non-intoxicating. It is not known, and has not been demonstrated, that it is injurious, though there may be a question on this point, for the drink contains soap. It is said that this is what gives the "kick." Just how the manufacturer of this "brew" came to adopt this means to provide the "kick" is not known. That is his secret. Easton chemists have been analyzing the beer. They have found that there is no alcohol in it. Not every analyst, however, so it is said, has discovered the cause of the "kick," but experts have, and they declare, that it is soap.

The factory of the Shorehan Novelty Works, Fiske avenue and Queens boulevard, Winfield, Queens, New York City, where celluloid and rubber toilet articles are made, was destroyed by fire Jan. 15. The loss was estimated at \$25,000.

Peet Bros. Mfg. Co., soaps, Kansas City, has decided to establish a branch office at Memphis, Tenn. J. M. Campbell, of Dallas, Texas, has arrived to take charge as district manager. He will have eight travelers.

Gee-Go Wonder Soap Co., Atlanta, Ga., was reorganized January 1 and is now installed in its new home, 1 South Pryor street, in that city.

Bureau of Foreign and Domestic Commerce has been advised that the Japanese Government will appoint two new commercial attaches, one to the United States with offices in New York, and one to China with offices in Shanghai. The appointments will depend, it is understood, upon the passing of the new budget for 1920 by the Japanese Diet.

American Specialty Manufacturers' Association, H. F. Thunhorst, secretary, announces that the following firms have been admitted as national members: Procter & Gamble Distributing Co., Cincinnati; James S. Kirk & Co., Chicago; Kirkman & Sons, Brooklyn.

W. M. McCormick, president of McCormick & Co., Baltimore, Md., is actively behind the movement to kill all radicalism and down-with-the-government propaganda in the United States. At a recent meeting of the Baltimore Drug Exchange a resolution he submitted on Americanization was unanimously endorsed. The resolution called upon Congress and the State Legislature to enact the necessary laws to curb foreign language publications that preach un-American doctrines.

### One of the Best Trade Journals

(From R. C. Knapp & Co., toilet specialties, Pittsburgh, Pa.)

With great pleasure we are enclosing \$2 for another year's subscription to THE AMERICAN PERFUMER, which we consider one of the best trade journals that is published at the present time.

## NEW PUBLICATIONS, PRICE LISTS, ETC.

STAFFORD, ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—We have received the January wholesale prices current of essential oils, chemicals, synthetics and sundries, including the Allen specialties for perfumers and soap makers. Powdered drugs also are listed.

"THRIFT IN FRANCE," by Ingalls Kimball, bears upon reconstruction and what can be learned from it, and is published by La France magazine, 220 West 42nd street, New York.

UNITED STATES COUNCIL OF NATIONAL DEFENSE, third annual report for the year ending June 30, 1919, has just been received from Grosvenor Clarkson, director of the council. It contains 160 pages, besides ample charts, disclosing in detail the varied and effective work of the council. We also have received from the council a volume of 371 pages, entitled "Readjustment and Reconstruction Activities in the States," which, as its name indicates, is of historical value, but which also describes the manifold resources of the Nation in peace, as well as war.

CHARLES ZIMMERMAN & CO., LTD., London, Eng., send us their January export price list of essential oils, synthetic and aromatic chemicals, etc.

"CHEMIST AND DRUGGIST DIARY, 1920," published by the *Chemist and Druggist*, 42 Cannon street, London, E. C. 4, is received and in addition to the customary blank diary pages contains a vast amount of information and data of value to pharmacists and chemists generally.

"YEAR BOOK AND DIARY FOR 1920," issued by the *Perfumery and Essential Oil Record*, 8 Serle street, Lincoln's Inn, London, W. C. 2, is at hand. The book, which was edited by A. C. Merrin, successor in that capacity to the late John C. Umney, F.C.S., contains the usual spaces for recording current events, besides a set of useful tables for the benefit of essential oil and other chemists. Among the topics treated in this way are the following: Constants for Normal Essential Oils; Constituents of Essential Oils and Artificial Products; Concentration of Terpeneless Oils; Antiseptic Power of Essential Oils; Variations in Essential Oil Values, 1910-1919; Alcohol Table, etc.

DOIDGE & OLCOFF CO., 87 Fulton street, New York, send us their February price list of essential oils, colors, flavors, drugs and chemicals. This firm makes a specialty of the De Laire synthetics for perfumes and soaps.

H. SALLE & CIE, MICHEL, LAURANT, GUIGUE & CIE, successeurs, Paris, France, send us their wholesale price list for November, evidently delayed in the mails.

"YEAR BOOK OF PHARMACY," published by J. & A. Churchill, 7 Great Marlborough street, London, Eng., is at hand. This book comprises abstracts of papers relating to pharmacy, materia medica and chemistry, contributed to British and foreign journals from July 1, 1918, to June 30, 1919, together with the transactions of the British Pharmaceutical Conference held in London July 22-23, 1919. The editors and compilers are J. O. Braithwaite, Thomas Stephenson, F.R.S.E., C. H. Hampshire, B.Sc., F.I.C. Research work recorded in the volume covers the fields of organic and inorganic chemistry, oils, fats, waxes, essential oils, plant analysis, and bacteriological and clinical tests. It is certain to prove a volume of wide usefulness among those working in the fields mentioned.

"COST OF DISTRIBUTION," being the report of the special committee on this subject made at the meeting of the

National Wholesale Druggists' Association at New Orleans last November, has been printed in pamphlet form. The topic was well handled by the committee: G. Barnett Moxley, chairman; F. E. Bogart, C. S. Martin, V. A. Hoover and J. W. Morrisson.

"INDUSTRIAL RESOURCES OF THE PHILIPPINE ISLANDS," published by the Bureau of Science, Alvin J. Cox, director, Manila, is at hand. It is a comprehensive, illustrated pamphlet and gives much useful information. Among the topics treated are essential oils, vegetable oils, etc.

GEORGE LUEDERS & CO., 218-220 Pearl street, New York.—We have received the February wholesale price list of essential oils, fine drugs, olive oils and almond oils handled by this firm. Quotations are given also on fruit oils and essences, floral waters, colors, vanilla beans, filters, sundries, etc. The market report is lengthy and complete in details regarding a wide range of essential and other oils. This part, relating to the musk situation, will be read with much interest:

"*Natural Musk, Sawko and Tonkin*.—We expect that the prices which will rule for the next season will again show an advance. We have no doubt that this statement will be received with great disappointment and, in many instances, perhaps, with displeasure, and we believe that many consumers will determine to make as little use of natural Musk as possible, and we can only say that we fully join in their feeling because the advance on Musk, during recent years, has been enormous and still, we must say, *not unreasonable*. Perhaps our statement, which we give hereafter, will surprise a great many consumers of Tonkin Musk. They will probably be amazed to learn that the price of Musk, per caddy, in Chinese money, that means taëls, is lower today than it was in 1913. Here are the average prices which the Chinaman receives for his Musk when he brings it to the coast and turns it over:

"In 1913 he received 330 taëls per caddy (21½ ozs.).

"In 1914 he received 270 taëls per caddy.

"In 1915-1917 he received 280 taëls per caddy.

"In 1918 he received 312 taëls per caddy.

"In 1919 he received 302 taëls per caddy.

"In 1913 we sold our Tonkin Musk here between \$12 and \$15 an ounce, and today the price will be around \$32, and probably higher later on. To explain this great discrepancy, we will have to ask our customers to inspect the silver exchange and the changes it underwent between 1913 and 1919. The Chinese silver taël, in 1913, was worth about 56c. American money, and the present figure is about \$1.70. With these figures our friends can calculate for themselves how the present high prices come about. Of course, as far as the selling prices are concerned, they must take into consideration that the taël price is first cost, to which the commissions of the firms in Shanghai are added, together with the express charges, insurance and duty, and, what is most important, shrinkage in weight. There is still another unexpected reason not only for high prices, but also for scarcity. While the Japanese have always been buying Musk to a certain extent, in Shanghai, they never came into the market with such inquiries and demands as is the case at present.

"Perhaps many of our friends are not aware of the enormous increase in the manufacture of perfumery in Japan. We believe that Germany, before the war, held most of the trade of the Chinese and surrounding countries and a large part of the trade of the Japanese. This consumption seems to have gone, to the largest extent,

to Japan. Our friends in Shanghai tell us, in a recent letter, that, in former years, the total amount of Musk bought by the Japanese was between 100 and 150 caddies. At present they are buying nearer to 400 caddies, and our correspondents in Shanghai recently sold, to a Japanese firm in their city, for Japan, one single lot of 180 caddies, which never happened before.

"It may be said that the Japanese demand is mostly for inferior grades and these large sales to Japan permit of a more careful selection of the lots for this country. Our friends, however, inform us that the situation is somewhat changed since the existing boycott of Japanese goods has seriously affected the sale of Japanese perfumery in China. However, the Japanese, who are known for their ingenuity, quickly turn to other countries, and particularly to India, where they are now filling up the markets with quantities of perfumes and soaps."

### NEW INCORPORATIONS.

Leontine Co., Hartford, Conn., has been incorporated with a capital stock of \$50,000 to manufacture perfumes by James K. Atkinson, Minnie Manning and John S. Fitzsimons.

Lauria Co., Manhattan Borough, New York City, to manufacture toilet articles, \$10,000 capital stock, has been incorporated by A. Declutis, J. De Brada, N. A. Lauria, 321 Bleecker St.

Jean Valee et Cie, Manhattan, Borough, New York City, perfumeries and chemicals. 100 shares preferred stock, \$100 each; 2,100 shares common stock, no par value; active capital, \$30,000, has been incorporated by J. M. Pendas, C. E. McCormick E., Weisner, 337 East 85th St. Harrods (North America), Ltd., Manhattan Borough, New York City, to manufacture in goods, wares, merchandise; \$200,000 capital stock, has been incorporated by R. G. Burbide, 225 Fifth Ave., New York City.

Roxton Co., Bronx Borough, New York City, \$6,000 capital stock, has been incorporated by S. Sottosani, C. Salerno, G. Biondillo, 2424 Hughes Ave., Bronx.

Cleansing Products Co., Inc., Manhattan Borough, New York City, renovators, dyers, cleansers, etc.; \$75,000 capital stock, has been incorporated by A. B. Cline, 539 Forty-third St., G. W. Olvany, E. R. Prendergast, 2 Rector St., New York City.

Tecumseh Chemical Co., 162-164 Broadway, Jersey City, N. J., chemicals, intermediates, dyestuffs, drugs, oils, disinfectants, soaps and specialties, capitalized at \$50,000; has been incorporated by Henry W. F. Lorenz, of Jersey City, N. J.; Julius F. W. Lorenz, of Hoboken, N. J., and George Douglas White, of Jersey City, N. J.

Bon Boisson Co., Milwaukee, Wis., to manufacture extracts, syrups, and soft drinks, \$5,000 capital stock, has been incorporated by John H. Schunk, Adolph S. Kunda, George T. Ewert, Walenty Syszkowski.

Westfield Fruit Products Co., Inc., Westfield, N. Y., fruit juices and products, food products; \$65,000 capital stock, has been incorporated by A. Millette, J. Clement, S. Loiscano, Westfield.

Gerbault, manufacturers of toilet preparations, has been incorporated in Delaware with a capital stock of \$300,000.

Buzz Spring Co., Reading, Pa., manufacturing flavoring extracts; \$100,000 capital stock, has been incorporated by Lawrence C. Bright, Dr. Rudolph Paust, Reading, W. A. Baer, East Greenville, Pa.

Fred Bender Co., Inc., of 301 Colt Building, 146 Ellison St., Paterson, N. J., oils, perfumery, fats, etc.; \$100,000 capital stock, has been incorporated by Charles Thoma, Fred Mucks, William Walters, and Abram Breen, all of Patterson, N. J., and Fred Bender, of Hawthorne, N. J.

### IN MEMORIAM FOR DEPARTED FRIENDS.

BEACH, JAMES, head of the old National Soap Manufacturers' Association, Dubuque, Iowa, February, 1918.

CASWELL, JOHN R., proprietor of the old New York drug and toilet goods house of Caswell, Massey & Co., Newport, R. I., February, 1918.

FAIRCHILD, HENRY C., founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., February, 1917.

FELS, JOSEPH, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

FORBES, WILLIAM H., president, Forbes Lithographic Mfg. Co., Boston, February, 1915.

GOSS, LAFOREST E., veteran manufacturer of soap powder, Lawrence, Mass., February, 1918.

HARRIS, FRANK E., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

HESS, CHARLES D., Hess Co., perfumers, Rochester, N. Y., February, 1908.

KAHLE, JOHN WESLEY, president Crescent Mfg. Co., Seattle, Wash., February, 1918.

KIRKMAN, ALEXANDER S., Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912.

McMAHON, JAMES B., vice-president of the N. K. Fairbank Co., Chicago, Ill., February, 1910.

MARSHALL, HERMAN AUGUSTIN, soap manufacturer, Clinton, Mass., February, 1910.

PYLE, JAMES, founder of the Pyle Pearline Co., Shady-side-on-Hudson, N. Y., February, 1912.

SÉVÈNE, HENRI, managing director Societé Chimiques des Usines du Rhône, Paris, February, 1917.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

WALTKE, WILLIAM, soap manufacturer, St. Louis, Mo., February, 1916.

WATKINS, MRS. P. M., wife of head of Watkins Extract Co., San Francisco, February, 1914.

WESTEN, EDWARD, president of the Edward Westen Tea & Spice Co., St. Louis, February, 1917.

WILLIAMS, WILLIAM C., long head of the Michigan Drug Co., Detroit, February, 1916.

### Obituary Notes.

Mitchell Coffin, son of I. Sherwood Coffin, of the firm of Coffin, Redington & Co., died suddenly of pneumonia on February 6 at Niagara Falls. The funeral was held from his home in Brooklyn, N. Y., February 10.

George W. Lattimer, of the Kauffman-Lattimer Co., importers and jobbing druggists, Columbus, Ohio, died February 13, in his sixty-third year. Mr. Lattimer was a long time member of the National Wholesale Druggists' Association and had served in various official capacities, including that of president in 1913.

John C. Wiarda, long prominently identified with chemical interests in New York, died January 26, at his home in Brooklyn. He is survived by his widow and one son, John C. Wiarda, Jr., who succeeds to his business interests. The funeral was on January 28.

## PATENTS AND TRADE MARKS.



## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented."

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## TRADE-MARK REGISTRATIONS APPLIED FOR.

108,834.—The Lorenz Co., Everett, Mass., assignor to Mihalovitch Brothers Company, Cincinnati, Ohio, a corporation of Ohio. (Filed Feb. 5, 1918. Used since Feb., 1902.)—Toilet Lotion.

108,835.—The Lorenz Company, Everett, Mass. (Filed Feb. 5, 1918. Used since 1908.)—Tooth-Powder and Foot-Powder.

113,567.—New Era Mfg. Co., Inc., Kalamazoo, Mich. (Filed Oct. 3, 1918. Used since Nov. 1, 1917.)—Soaps.

113,670.—Wm. T. Reynolds & Co., Poughkeepsie, N. Y. (Filed Oct. 10, 1918. Used since Aug. 1, 1910.)—Olive Oil.

114,505.—Michael Yanakoulis, Boston, Mass. (Filed Dec. 5, 1918. Used since June 7, 1917.)—Hair-Tonic.

114,574.—Ureco Chemical Laboratories, Omaha, Nebr. (Filed Dec. 9, 1918. Used since Nov. 4, 1918.)—Skin Preparations Used as a Vanishing or Massage Cream and an ointment for the Removal of Oil, Grease, Blackheads and Pimples from the Skin.

115,325.—Philo-Derma Company, Chicago, Ill. (Filed Jan. 20, 1919. Used since Jan. 10, 1913.)—Cosmetics for Softening and Whitening the Skin, to Relieve Chapping,

Sunburn and Skin Irritations, and for Use After Shaving. 116,795.—The Remiller Company, New York, N. Y. (Filed March 21, 1919. Used since Oct., 1917.)—Toilet Waters, Tooth and Mouth Preparations, Liquid and Dry Rouges, Bath-Salts, Smelling-Salts, Hair-Treatment Preparations—namely, Hair-Tonics and Shampoo-Pastes; Compact Face-Powders, Talcum Powders, Vegetals (an Alcoholic Preparation Used on the Face Like Toilet Water), Bandoline, Complexion-Creams, Skin-Beautifiers, Nail Preparations, Brilliantine, Cold-Creams (for the Face, Used as a Cleanser or Massage), Perfumes, Face-Powders, Sachet-Powders, and Eyebrow-Crayons.

117,521.—Bramwell Manufacturing Co., St. Paul, Minn. (Filed Apr. 16, 1919. Used since Jan. 2, 1919.)—A Preparation Which is Used as a Washing Compound.

117,557.—Alfred R. Byles, Myra, Tex. (Filed Apr. 17, 1919. Used since Apr. 3, 1919.)—Hair-Tonic.

118,559.—Jennings Manufacturing Company, Grand Rapids, Mich. (Filed May 16, 1919. Used since Sept., 1895.)—Perfumery, Toilet Water, Face-Powder, Face-Cream, and Talcum Powder.

118,704.—The Russell Jobbers' Mills, Oklahoma, Okla. (Filed May 19, 1919. Used since Aug. 17, 1911.)—Food-Flavoring Extracts—Namely, Lemon.

119,183.—Charles C. Cummings, St. Louis, Mo. (Filed June 4, 1919. Used since Apr. 15, 1916.)—Laundry Soaps and Soap Tablets and Rug-Cleaners.

119,871.—The Seydel Manufacturing Company, Jersey City, N. J. (Filed June 23, 1919. Used since Jan. 30, 1913.)—Ethyl Benzoate, Ammonium Benzoate, Lithium Benzoate, Mercury Benzoate, and Benzyl Alcohol.

119,874.—Stiles-Pellens Coffee Co., Cincinnati, Ohio. (Filed June 23, 1919. Used since Feb. 9, 1917.)—Flavoring Extracts for Foods.

120,023.—Aspegren & Co., New York, N. Y. (Filed June 28, 1919. Used since Feb., 1919.)—Edible Oils, viz., Peanut-Oil, Cotton-Seed Oil, Soy-Bean Oil, and Lard Substitute.

120,024.—Aspegren & Co., New York, N. Y. (Filed June 28, 1919. Used since March 12, 1919.)—Edible Oils, viz., Peanut-Oil, Cotton-Seed Oil, Soy-Bean Oil, and Lard



120,376.—Shinzo Fukuhara, Tokyo, Japan. (Filed July 9, 1919. Used since Nov. 1, 1917.)—Perfumes, Incense Perfumes, Perfumed Waters, Perfumed Oils, Incenses, Toilet Powders, Toilet Waters, Toilet Creams, Face-Lotions, Face-Powders, Hair-Ointments, Soaps, Tooth-Powders, Tooth-Creams.

120,653.—Saberton Mfg. Co., Tampa, Fla. (Filed July 17, 1919. Used since Apr. 26, 1919.)—Medicated Soap.

121,613.—The American Cotton Oil Company, Union Township, Hudson County, N. J., and New York, N. Y. (Filed Aug. 13, 1919. Used since Aug., 1892.)—Edible Vegetable Oil.

121,691.—The C. & K. Mfg. Co., New Haven, Conn. (Filed Aug. 15, 1919. Used since July 1, 1919.)—Powder Puffs.

121,805.—Walter L. Geer, New York, N. Y. (Filed Aug. 19, 1919. Used since May 18, 1919.)—Olive Oil.

122,014.—Holton & Adams, New York, N. Y. (Filed Aug. 26, 1919. Used since Aug. 25, 1919.)—A Powdered Preparation in the Nature of a Soap for Cleaning and Beautifying the Skin.

122,317.—Strohmeier & Arpe Company, New York, N. Y. (Filed Sept. 4, 1919. Used since 1909.)—Olive Oil.

122,585.—A. & C. Buscaglia Co., Buffalo, N. Y. (Filed Sept. 12, 1919. Used since about Jan. 1, 1904.)—Olive Oil.

123,074.—Joseph B. Nayberger, McMinnville, Ore. (Filed Sept. 24, 1919. Used since July 26, 1919.)—Hair-Tonic.

123,250.—A. W. Lambert, Jr., & Co., St. Louis, Mo. (Filed Sept. 29, 1919. Used since July 1, 1919.)—Soaps.

123,273.—Eva Adams, Sparta, Ill. (Filed Sept. 30, 1919. Used since May 15, 1919.)—Hair-Tonics and Hair-Straighteners.

123,286.—Lawrence R. Long, San Antonio, Tex. (Filed Sept. 30, 1919. Used since Jan. 1, 1910.)—Face-Powder; Rouge (Dry), Liquid Rouge, Depilatory, Nail-Polish, Cream for the Complexion.

123,314.—Arthur M. Flood, San Francisco, Calif. (Filed Oct. 1, 1919. Used since Jan. 1, 1916.)—A Medicinal Preparation to be Used as a Dentifrice, Such as Tooth-Powder, Tooth-Paste, Tooth-Wash, Mouth-Wash, or Gargle, and for the Treatment of Pyorrhea, Tender, Spongy, and Receding Gums.

123,324.—Victor Vivaudou, New York, N. Y. (Filed Oct. 1, 1919. Used since Sept. 24, 1919.)—Face-Powders, Face-Creams, Perfumes, Toilet Waters, Rouges, Hair-Tonics, Dentifrices, Tooth-Powders, Nail-Polishes, Deodorizing Preparations, Brilliantines, and Sachet-Powders.

123,418.—George Borgfeldt & Co., New York, N. Y. (Filed Oct. 4, 1919. Used since Sept. 8, 1919.)—Toilet Powder.

123,519.—Levering & Levering, Baltimore, Md. (Filed Oct. 7, 1919. Used since Sept. 27, 1919.)—Soap.

123,636.—Grand Union Tea Co., Brooklyn, N. Y. (Filed Oct. 10, 1919. Used since about Feb. 2, 1919.)—A Dentifrice.

124,103.—Grand Union Tea Co., Brooklyn, N. Y. (Filed Oct. 23, 1919. Used since about 1909.)—Toilet and Laundry Soap.

125,258.—Isaac M. Simonin, Philadelphia, Pa. (Filed Nov. 24, 1919. Used since about March 1, 1919.)—Edible Vegetable Oils.

#### TRADE-MARK REGISTRATIONS GRANTED.

128,947. Disinfectant. Joseph Warren Bullen, Folcroft, Pa. Filed May 13, 1919. Serial No. 118,420. Published October 7, 1919.

128,948. Disinfectant. Joseph Warren Bullen, Folcroft, Pa. Filed May 13, 1919. Serial No. 118,418. Published October 7, 1919.

128,957. Certain named Toilet Preparations. Ralph Cizazzi, New York, N. Y. Filed July 23, 1918. Serial No. 112,312. Published October 7, 1919.

128,964. Certain Named Foods and Ingredients of Food. Cresca Company, New York, N. Y. Filed April 23, 1919. Serial No. 117,773. Published October 21, 1919.

128,965. Certain Named Foods and Ingredients of Foods. The William Davies Company, Limited, Chicago, Ill. Filed December 7, 1918. Serial No. 114,531. Published September 23, 1919.

128,985. Certain Named Foods and Ingredients of Food.

Globe Grocery Stores, Inc., Brooklyn, N. Y. Filed July 8, 1919. Serial No. 120,345. Published October 28, 1919.

128,997. Essential Oils Used as Ingredients of Pharmaceutical Preparations. Frederick William Heine, New York, N. Y. Filed September 13, 1918. Serial No. 113,159. Published September 23, 1919.

129,017. Certain Named Foods. Francis H. Leggett & Co., New York, N. Y. Filed October 26, 1917. Serial No. 106,973. Published October 23, 1919.

129,018. Certain Named Foods and Ingredients of Foods. William J. Lemp, Sappington, Mo. Filed May 5, 1919. Serial No. 118,158. Published October 7, 1919.

129,022. Soaps. Magic-Keller Soap Works, Louisville, Ky. Filed May 12, 1919. Serial No. 118,396. Published July 15, 1919.

129,026. Cocoa-Palm Shampoo. Harold H. Mather, Albany, N. Y. Filed March 24, 1919. Serial No. 116,841. Published October 14, 1919.

129,053. Cleansing Compounds. Jimmy Quick Products Co., San Francisco, Calif. Filed May 3, 1919. Serial No. 118,113. Published October 21, 1919.

129,086. Flavoring Extracts for Food and Roasted Coffee. Steinwender-Stoffregen Coffee Company, St. Louis, Mo. Filed September 23, 1918. Serial No. 113,321. Published October 28, 1919.

129,103. Scalp Preparation and Hair-Grower. Bettie Williams, New York, N. Y. Filed April 23, 1919. Serial No. 117,789. Published September 9, 1919.

129,157. Certain Named Canned Fruits and Vegetables, Vanilla and Lemon Extracts for Food-Flavoring Purposes. Flaherty & Urbanowski Co., Peru, Ill. Filed November 25, 1918. Serial No. 114,339. Published November 11, 1919.

129,192. Oil of Peppermint Used as a Flavor for Soft Drinks. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed May 20, 1919. Serial No. 118,740. Published November 11, 1919.

129,234. Certain Named Chemicals. U. S. Industrial Chemical Co., Incorporated, New York, N. Y. Filed August 31, 1918. Serial No. 112,960. Published January 21, 1919.

#### PATENTS GRANTED.

1,323,898. Scouring Soap Cake, to be used in General Scouring and Cleaning Purposes. William Corwin Ricketts, Dayton, Ohio. Filed March 17, 1919. Serial No. 283,056.

1,330,173. Oil and Soap Solution and Process of Making Same. Judson A. De Cew, Montreal, Quebec, Canada. Filed Feb. 25, 1918. Serial No. 219,135. 1 Claim.

1,330,174. Method and Apparatus for Emulsifying Oil Solutions and the Like. Judson A. De Cew, Montreal, Quebec, Canada. Filed May 17, 1918. Serial No. 235,138.

1,330,210. Method of Separation of Lanolin from Crude Wool-Grease and the Like. Floyd J. Metzger, New York, N. Y. Filed June 7, 1916. Serial No. 102,198. Renewed June 16, 1919. Serial No. 304,730. 6 Claims.

1. A method of separating lanolin from crude wool-grease and the like consisting in subjecting the crude wool grease to the action of a treating solution containing both an alkali and a soluble salt of the alkali group, the alkali being present in sufficient proportion to substantially completely saponify all of the free fatty acid present.

#### DESIGNS PATENTED.

54,381-54,384. Sifter-Top Can or Similar Receptacle Martha Halowell Connor, Baltimore, Md., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. Filed July 3, 1919. Serial No. 308,666. Term of patent 7 years.

54,390. Cake of Soap. Monroe V. De Mott, New York, N. Y. Filed April 4, 1919. Serial No. 287,625. Term of patent 14 years.

54,415-54,416. Sifter-Top Can or Similar Receptacle. Henry Hermani, Baltimore, Md., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. Filed June 26, 1919. Serial Nos. 307,019. Term of patents, 7 years.

54,463. Box. George B. Scott, Philadelphia, Pa., assignor to Henry Tetlow Co., Philadelphia, Pa., a Firm composed of Ira J. Tetlow, sole member. Filed June 5, 1919. Serial No. 302,077. Term of patent 14 years.



## FOREIGN CORRESPONDENCE AND MARKET REPORT

### CZECHOSLOVAKIA.

**IMPORT RESTRICTIONS ON FOODS.**—The importation of the following goods is entirely prohibited: Allspice, vanilla, ginger, cloves, thyme, nutmegs, mace, and other spices except Dutch caraway seeds and pepper; lemons. The following goods may be imported provided that the official control prices are not exceeded, and on condition that the goods are purchased on long-term credit or in return for other commodities of an equivalent value: Coffee, olive oil.

### ENGLAND.

**GLASS COMBINE.**—British Glass Industries, Ltd., have acquired 76 per cent of the common stock of the United Glass Bottle Manufacturers, Ltd., and have made an offer to the stockholders of that company to buy the rest of the common stock. United Glass Bottle Manufacturers, Ltd., own the entire share capital of the following companies:

Cannington, Shaw & Co., Ltd., St. Helens; Nuttall & Co., Ltd., St. Helens; Robert Candish & Son, Ltd., Leamington; Alfred Alexander & Co., Ltd., Hunslet, Leeds; Aire & Calder Glass Bottle Works (E. Breffit & Co., Ltd.), Castleford; and Moore Nettlefold Co., Ltd., Woolwich; and a large modern glass works is now being erected by United Glass Bottle Manufacturers, Ltd., at Charlton, Kent.

In addition to other glass products these companies now produce over 150,000,000 bottles per annum, and will be gradually increasing their production, so that by the end of 1920 it should reach 250,000,000 bottles per annum.

George Edward Alexander, director of United Glass Bottle Manufacturers, Ltd., and chairman of the British Association of Glass Bottle Manufacturers, Ltd., is joining the board of British Glass Industries, Ltd. This purchase is entirely independent of the transaction concluded with the United Glass Bottle Manufacturers, Ltd., and the two operations, together with developments and extensions of existing works, will involve a sum of approximately \$14,000,000.

### FRANCE.

**EXPORTS TO UNITED STATES.**—The value of the declared exports during 1919 at American consulates and agencies in France to continental United States was \$163,831,429, against \$54,678,118 in 1918; to Philippine Islands, \$1,441,591, against \$1,273,724; to Porto Rico, \$127,971, against \$85,418; to Hawaii, \$591, against nothing; to Virgin Islands, \$109, against \$867, making a grand total from France to the United States and insular possessions of \$165,401,691 in 1919, against \$56,038,127 in 1918, an increase of 191 per cent. These figures do not include ship-

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### THE MARKET.

#### Essential Oils, Aromatic Chemicals, Etc.

Two features stand out in a market which might otherwise be characterized as tame since trade in essential oils lacks the snap imparted by speculative operations such as those engendered by the war. Of these prominent features the most important is the influence upon local market values of the erratic changes in foreign exchange; the sharp fluctuations within the past couple of weeks in particular having upset all calculations upon which a basis for trading with foreign countries might be reached. As importers, to a much larger extent than as exporters, the essential oil trade have been benefited by low exchange rates, but as stated the frequent changes up or down reflecting favorable or unfavorable aspects of the international financial situation, make for the unsettlement of prices and discourage operations that are not forced by actual needs. At present the depression especially of French and Italian exchange has a decided effect in lowering the import cost of many of the oils imported from those countries and to an extent affects prices quoted from the English market. There appears to be no immediate prospect that efforts making on both sides of the Atlantic to stabilize exchange will be effective, and the outlook, therefore, is for more or less irregularity of prices, with the chances favoring further declines in those commodities of which a fairly good if not large supply exists in Europe.

The second factor that of late has greatly disorganized trade operations, though of a serious nature, is temporary in character. Reference is made to the demoralization of transportation and especially trucking resulting from the failure of the local authorities to make timely provision against the recent heavy snow storm. The extreme difficulty, amounting almost to impossibility of shipping goods by motor or horse drawn trucks, even for short distances, caused the backing up of immense quantities of goods during the period of almost a week while the streets were well nigh impassable, and many days may yet pass before they have all reached their destinations and normal shipping conditions have been restored. Meanwhile the delay has in not a few cases worked hardship to consumers, who, because of the widespread practice of deferring purchases until the goods are actually needed, have been put to great inconvenience if not loss.

It should not be inferred from what has been said concerning the influence of foreign exchange upon the market that all, or even many, oils are depressed in value. As stated in previous reviews, most of the principal essences employed by perfumers are at record high prices brought about by abnormal scarcity, and not before new crops become available, and not even then, unless labor and transportation conditions are vastly improved, will there be any recession from present levels. On the contrary, the probabilities all favor still higher prices.

#### Aromatic Chemicals.

An effect of low exchange contrary to that just discussed in connection with essential oils, is being experienced by importers of aromatic chemicals. Importers complain that offers based on the rate of exchange prevailing at the time they were first made and that have been accepted by them,

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# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-10.00
Almond, S. P. A.	9.75-11.00
Almond, Artificial	1.25-1.50
Almond, Sweet True	.95-1.10
Almond, Peach-Kernel	.50-.55
Amber, Crude	2.00
Amber, Rectified	2.25
Amyris balsamifera	8.50
Anise	1.55-1.60
Anise, Lead free	1.75
Aspic (spike)	2.25-2.50
Bay, Porto Rico	4.50
Bergamot, 35-36%	5.25
Birch (Sweet)	6.00-6.50
Birchtar, Crude	.75-.80
Birchtar, Rectified	2.65-2.70
Bois de Rose, Femelle	nominal
Cade	1.00-1.10
Cajuput	.90-.95
Calamus	4.75-5.00
Camphor, Jap, "white"	.35-.40
Cananga, Java	4.75-5.00
Cananga, Java, Rectified	5.25-5.50
Caraway Seed	5.00-5.50
Cardamom	22.00-27.50
Carvol	13.00-14.00
Cassia, 75-80% Technical	2.40....
Cassia, Lead Free	2.50-2.60
Cassia, Redistilled	3.00
Cedar Leaf	2.25-2.50
Cedar Wood	.45
Celery	20.00-22.00
Cinnamon, Ceylon	28.00
Citronella, Ceylon	.72½-.75
Citronella, Java	1.00-1.10
Cloves, Zanzibar	3.70-3.80
Cloves, Bourbon	4.50....
Copaiba	.95-1.00
Coriander	50.00
Croton	1.35
Cubebs	.95
Cumin	.95
Erigeron	7.25-7.50
Eucalyptus, Australian, 70%	1.00
Fennel, Sweet	3.00-3.25
Geranium, African	9.25-9.50
Geranium, Bourbon	8.25-8.50
Geranium, Turkish (palma rosa)	5.00-5.25
Ginger	7.25-7.50
Gingergrass	.325
Guaiaac (Wood)	5.75-6.00
Hemlock	.95-1.10
Juniper Berries, Rectified	6.75-7.00
Lavender, English	24.00
Lavender, Fleurs	12.00-13.00
Lavender, Spanish	2.75-3.00
Lemon	1.80-2.00
Lemongrass	3.25-3.50
Limes, Distilled	1.00-1.15
Limes, expressed	3.75-4.00
Linaloe	.700
Mace, distilled	1.65-1.75
Mustard, genuine	30.00
Mustard, artificial	8.50-9.00
Neroli, petale "Bigarade"	nominal
Neroli, Bigarade	130.00
Neroli, artificial	18.50-19.00
Nutmeg	1.65-1.75
Opoponax	nominal
Orange, bitter	5.00

Orange, sweet, West Ind.	5.00
Orange, sweet, Italian	6.50-7.00
Origanum	.50-.70
Orris Root, concrete, foreign	5.15-5.50
Orris Root, concrete, domestic	5.25-5.50
Orris Root, absolute. (oz.)	40.00-45.00
Parsley	8.00-8.25
Patchouly	25.00-27.50
Pennyroyal, American	2.05-2.25
Pennyroyal, French	1.75-2.00
Peppermint	8.25-8.50
Peppermint, redistilled	8.75-9.00
Petit Grain, So. American	4.00-4.50
Petit Grain, French	9.25-9.50
Pimento	4.25
Pine Needles, from Pinus Sylvestris	2.65-2.75
Rose, Bulgarian. (ounce)	14.00-16.00
Rose, French. (ounce)	18.00-20.00
Rosemary, French	1.50-2.00
Rosemary, Spanish	1.35-1.60
Rue	4.50
Sage	5.25
Safrol	.80
Sandalwood, East India	11.25-11.50
Sassafras, artificial	.95-1.00
Sassafras, natural	1.85-2.00
Savin, French	6.00-6.25
Snake Root	24.00
Spearmint	13.50-14.00
Spruce	.90-1.00
Tansy	6.25-8.00
Thyme, French, red	1.75-1.90
Thyme, French, white	2.15-2.30
Thyme, Spanish, red	1.75-1.80
Vetivert Bourbon	15.50-16.00
Wintergreen (genuine gaultheria)	12.50-12.75
Wormseed	6.25-6.50
Wormwood	12.00-12.50
Ylang-Ylang, Bourbon	16.00-16.50
Ylang-Ylang, Manila	35.00-40.00

## AROMATIC CHEMICALS.

Acetophenone	8.50
Amyl Salicylate, dom.	2.25-2.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde, foreign	13.00-16.00
Benzaldehyde, domestic	1.25-1.50
Benzaldehyde, F. F. C. domestic	1.75-2.00
Benzyl Acetate, domestic	2.25-2.50
Benzyl Acetate, foreign	5.50-5.75
Benzyl Alcohol	2.75-3.25
Benzyl Benzoate	5.00
Borneol	3.50
Bornylactate	5.50
Bromstyrol	10.00
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	40.00-45.00
Cinnamic Aldehyde	5.50
Citral	4.65-4.75
Citral C. P.	3.70-4.00
Citronellol, domestic	18.00-20.00
Citronellol, foreign	25.00-30.00
Cumarin, natural	nominal
Cumarin, artificial, dom.	8.50-9.00
Cumarin, artificial, for.	—
Diphenylmethane	2.25-2.50
Diphenyloxide	2.00-2.50

Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.60
Eugenol	6.00-7.00
Geraniol, domestic	3.25-3.50
Geraniol, foreign	5.00-5.25
Geraniol, from citronella	5.25-5.50
Geranyl Acetate	7.25
Heliotropin, domestic	5.00
Indol, C. P. (oz.)	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	12.00-13.00
Linalol	9.00-13.00
Linalyl Acetate	15.00-18.00
Linalyl Benzoate	nominal
Methyl Anthranilate	16.00-18.00
Methyl Cinnamate	7.25-9.00
Methyl Heptenone	10.00-12.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	16.00-25.00
Methyl Salicylate	.75-.80
Mirbane, rect. drums	.19-.21
Musk Ambrette	85.00-95.00
Musk Ketone	55.00-60.00
Musk Xylene	13.00-15.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	50.00-55.00
Phenylethyl Alcohol	40.00-50.00
Phenylacetic Acid	18.00
Rhodinol, domestic	nominal
Rhodinol, foreign	25.00-30.00
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	1.25-1.50
Terpineol, C. P., imported	1.75-2.00
Terpinyl Acetate	3.25
Thymol	12.00-12.50
Vanillin (oz.)	1.00-1.10
Violet, artificial	12.00-18.00

## BEANS.

Tonka Beans, Para	1.10-1.15
Tonka, Beans, Angostura	1.75-2.00
Vanilla Beans, Mexican	4.50-5.75
Vanilla Beans, Cut.	3.50-3.75
Vanilla Beans, Bourbon whole	3.00-3.50
Vanilla Beans, Bourbon cuts	2.85-3.00
Vanilla Beans, Tahiti yellow label	nominal

## SUNDRIES.

Alcohol, cologne spirits, gallon	5.10-5.20
Ambergris, black. (oz.)	9.00-12.00
Ambergris, gray	27.50-30.00
Chalk, precipitated	.04-10
Civet, horns (oz.)	2.75-3.25
Lanolin hydrous	.25-.28
Lanolin anhydrous	.35-.38
Menthol	13.75-14.00
Musk, Cab., pods. (oz.)	18.00-20.00
Musk, Cab., grains. (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	32.00-35.00
Musk, Tonquin, grains (oz.)	49.00-50.00
Orris Root, Florentine, whole	.18-.20
Orris Root, powd. & gran.	.22-.25
Rice Starch	.30-.32
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

## THE MARKET.

(Continued from page 412)

have been withdrawn, if between the time of the making of the offer and that of its acceptance there should have been a drop in exchange. The explanation, it is asserted, is that the foreign shipper has preferred to dispose of the goods at home or in some market where the rate of exchange is not so much against him. Cases of this sort are understood to be numerous and add to the difficulties with which American dealers are faced in their efforts to supply their trade with indispensable commodities. The fact is that the attenuated world stocks of all aromatic chemicals makes possible such an attitude on the part of European merchants as that above described, since they are assured of a ready market for what they have to sell practically on their own terms wherever they chose to offer their goods.

The very slow emergence that Europe is making from the chaos left by the war promises to protract the period of scarcity indefinitely. Political and industrial unrest, while the world waits for the final settlement of peace, retards development of production, reconstruction of transportation facilities and the development of natural resources, all of which are essential to the resupplying of the market with base materials and finished products in this wide, expanding field. Demand far exceeds the available supply and the end of the upward movement of prices seems a long way off.

## Vanilla Beans.

Consumption of vanilla beans in this country continues to make new high records, and now that Europe is slowly recovering from the results of the war the demand from that quarter becomes increasingly large. Switzerland is the heaviest buyer at present, but France is running a close second and the combined requirements of the two countries is drawing heavily on supplies of Bourbon beans. Since the beginning of the campaign the price of the latter in the French market has about doubled. This market has only partially followed for the reason that exchange has been so much against France that the decline in the latter has largely offset prices for import into this country. The same factor has been the reason in great measure for the Swiss demand for Bourbon beans since as Swiss francs are at about par in France, the merchants of Switzerland by paying in French francs bought with Swiss money, obtain their vanilla very cheap. Mexican vanillas are also affected by the European demand, American importers finding it highly advantageous to sell to the Continental buyers. As to the probable size of the next Mexican crop little appears to be known, but recent advices state that the quality will be very good.

## Sale of Toilet Preparations in Argentina.

There are about 20 foreign factories on Argentina engaged in the manufacture of toilet preparations. Probably 10 of these are American firms. Several small factories which use domestic alcohol in the preparation of their perfumes are located in Rosario. According to statistics furnished by Consul Renney, the United States exported to Argentina for the year June 30, 1918, perfumes, etc., to the value of \$141,980 United States currency, while toilet or fancy soaps amounted to \$184,355.

## A Remembrance.

"I presume you carry a memento of some sort in that locket of yours?"

"Precisely. It is a lock of my husband's hair."

"But your husband is still alive."

"Yes, sir; but his hair is all gone.—*American Hairdresser.*"

## Good Way to Get New Customers

(From Benj. French, Inc., Synthetic Oils and Aromatic Chemicals, New York.)

We take this opportunity to say that we have had good results from our "ad" in that we have had many inquiries and some orders from new customers which will lead to good business, we are sure.

## FOREIGN CORRESPONDENCE.

(Continued from page 412)

ments from Nice. Noteworthy increases in shipments from the Paris district were in antiquities, paintings, statuary, hides, diamonds, pearls, and other precious stones, feathers, gloves, perfumery, and manufactures of silk, wool, and cotton. The only notable decreases were in cigarette paper and champagne.

## ITALY.

SHORTAGE OF VEGETABLE OIL.—An Italian correspondent says that as a consequence of the failure of the Government to contract for oil abroad when such could have been done on comparatively favorable terms, when it was known that the Italian olive harvest was going to be a disappointing one, the country is going to make a loss of 400 million to 500 million lire; for now the State will have to pay exorbitant prices for the oil required to make up for the great deficit.

## JAPAN.

CAMPHOR PRODUCTION.—According to the Japan Gazette, Japanese authorities are encouraging the laying out of camphor plantations with a view to meeting the growing demand in the international market. The Japanese Camphor Monopoly Office early in the year drew up a program for protecting the celluloid industry at home, and curtailing the shipments of camphor abroad.

## NICARAGUA.

VEGETABLE OIL BEARING PRODUCTS.—American Consul Harry C. Swan states that corozo, ojon and cohune nuts are found in large quantities in Nicaragua, and that ebo (wild almond) and cedro macho are found also, but to a less extent. None of these are exploited since they are so far from a means of transportation that such an undertaking, at the present time, would be unprofitable. Castor beans grow well, but are not cultivated, being found only in a semi-wild state. Of coconuts, which are one of the commercial products of the Bluefields' district, the consul makes the following statements: They are produced entirely by cultivation, practically all are harvested, and perhaps 80 per cent of the crop is normally marketed. Very little grading is done, only the very small nuts being rejected, and all shipments are made in bulk. During the year 1918, 1,198,215 coconuts, having a total value of \$27,302, were shipped from Bluefields.

## TAIWAN.

TAIWAN CAMPHOR ALLOTTED TO UNITED STATES.—Consul Hitchcock cables from Taihoku, Taiwan, that the amount of camphor allotted to the United States for the first three months of the year 1920 is 379,635 pounds, costing 557 shillings per hundredweight.

## Deposits of Magnesite and Talc in Manchuria.

It is reported that the magnesite deposits in Manchuria are sufficiently well proven up to show that they are extensive, and have a great potential value. The Japanese own the larger part of the deposits, but the Chinese still have considerable areas under their control. Associated with the magnesite are numerous deposits of talc, which may be favorably compared with the high-grade French talc, but which have not yet been developed extensively. All of these deposits are from 3 to 10 miles from the South Manchurian Railway.



### THE NEWS AT WASHINGTON.

Readers of the Soap Section will find matters of interest to them in our Washington correspondence, especially on page 394, in relation to the rate classification which has been ordered on shampoos, as distinguished from liquid soap. An interesting controversy arose in this litigation. As usual in our other departments, particularly in the Trade Notes and Foreign correspondence, news of value to soap manufacturers can be found.

### THEORY OF THE ACTION OF SOAP.

The action of the soap is based principally on hydrolytically separated free alkali, which softens the upper horny cells of the epidermis, or dissolves them directly and removes them with adhering dirt. Microscopical examination of the water used for washing easily shows the presence of such epidermic cells. The fat covering the epidermis in a thin layer is likewise dissolved by the alkali. This fat is partly the result of a fatty degeneration of the epidermic cells, and partly it comes from the sebaceous glands. Beside the chemical process, the mechanical process of rubbing is necessary to produce the specific action of the soap. On the other hand, a thorough cleansing cannot be accomplished by rubbing with water alone, the chemical action of the soap has to be added. The use of lye has the disadvantage that the permissible concentration is easily exceeded, while the alkali split off from the soap always is only present in a very limited concentration and its irritating action is much reduced by the fat part of the soap, which, with the water, forms the lather. Still more, this is the case with superfatted soaps. (Against this theory it may be said that the hydrolytically separated alkali in its very dilute hydrous solution will never be able to dissolve the epidermis substance or the fat, the latter not even after previous saponification. At the most it can only cause the substances mentioned to swell up. Anyway, the mechanical and chemical action of the soap is supplemented by the physical—colloidal, absorbent and emulsifying—action.)

### DETERMINATION OF GLYCERINE.

The bichromate method, according to P. Verbeek (*Seifensieder-Zeitung*, p. 706), only gives accurate results, if no other oxidized substances are present beside the glycerine. Chemists therefore no longer speak of the glycerine content, but of the oxidation value. The difference between the oxidation value and the actual glycerine content increases with the decrease of the purity of the products. In extreme cases a raw glycerine with 80% pure glycerine may show an oxidation value of more than 100%. The acetin method may likewise furnish excessive results, and the oxidation value has also to be considered in this case. On the other hand, especially if the tests

are carried out slowly, the results obtained may be too low, because triacetin is partly saponified by hot water alone. As the result may be fully 4% too low, the acetin method should not be used for control analyses.

The isopropyl-iodide method is most serviceable and accurate for impure glycerine, principally on account of the fact that so far no constituents have been discovered in the products of the glycerine manufacture which may be transformed into isopropyl iodide in the same manner as glycerine. The method consumes much time and is expensive, but the author pleads for its general introduction in spite of this. The time could be shortened for the analysis of large quantities, and it would be possible to recover the used iodine and silver.

The benzoate method the author considers useless, in spite of alleged improvements, but he thinks that it might be subjected to another thorough test.

The lead glyceride method would be great, the author declares, if it were possible to precipitate the glycerine quantitatively and quickly as lead glyceride ( $C_3H_5O_2Pb$ ), and to split this glyceride up again completely and rapidly with water. He advocates experiments in this direction.

### GERMANY'S OILS AND FATS.

Various estimates have been given of Germany's pre-war consumption of oils and fats; the latest is 1,900,000 tons, and as this is the estimate of Dr. Fahrion—a noted authority on the subject and editor of the principal German journal dealing with oils, fats, soaps, etc.—it may be taken as fairly trustworthy, says *The Economist*, London. Dr. Fahrion says that this grand total is made up of 600,000 tons vegetable oils and fats and 1,300,000 tons animal fats; and, again, 1,500,000 tons was used for food and 400,000 tons for industrial purposes.

With the exception of 200,000 tons, mostly imported from America, the animal fats were supplied by 21,000,000 head of cattle (sheep presumably included) and 25,000,000 pigs, yielding 500,000 tons of lard, 200,000 tons tallow (beef and mutton) and 400,000 tons butter. Of the vegetable oils only about 20,000 tons were obtained from home-grown oilseeds. A certain amount of vegetable oils was imported, but, broadly speaking, it may be said that the whole of the balance of 580,000 tons was milled in Germany from imported oilseeds and nuts. A considerable amount of vegetable oil was, of course, exported.

### Warning Given on Rosin Scarcity.

In discussing the present naval stores situation, officials of the U. S. Bureau of Chemistry call attention to the fact that rosin and turpentine are now higher in price than ever before, which would seem to indicate a scarcity and consequent desirability of conservation in every possible form. The officials emphasize the necessity of careful preparation to prevent waste, thorough glueing of turpentine barrels, using tight rosin barrels, and accurate weighing, gaging and grading for the protection of producers and users.

# INVESTIGATIONS OF THE CATALYTIC REDUCTION OF FATS WITH PALLADIUM\*

B. F. F. Nord, Berlin-Dahlem, Chem.-Technical Institute of the Technical High School, Karlsruhe i. B.

(Continued from page 386)

## 3. REDUCTION OF CASTOR OIL.

The hydrogenation of this oil was carried out in several experiments. For the first two tests gum arabic was used as an emulsifier, and for the two following ones tragacanth. The execution of the tests differed in so far, that for the first and third test the heating took place after the autoclave had been charged with hydrogen, while for the second and fourth experiment the hydrogen was introduced into the previously heated cylinder.

**Experiment 1.** The autoclave was charged with 50 grams castor oil (iodine number 84), 10 ccm concentrated hydrochloric acid, 10 ccm. of a 1 per cent solution of gum arabic and 10 ccm. of a 1 per cent solution of palladium chloride, filled with hydrogen of 8 atmospheres excess pressure and then heated.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after 1½	66	8.0	8	0.0
" 3	74	6.5	8	1.5
" 5½	70	6.2	8	1.8
" 7½	79	6.4	8	1.6
" 9½	78	6.8	8	1.2
" 12	79	7.5	8	0.5
" 13	78	7.8	8	0.2
" 14	78	8.0	8	0.0

The reduced fat formed a hard, white substance. After purification by melting and recrystallization from alcohol a product of the iodine number 27.2 and the melting point 54-57° resulted.

**Experiment 2.** The charge used was the same as for experiment 1. The autoclave was heated before the introduction of the hydrogen. Pressure and temperature were kept at the same height as for experiment 1. After 10½ hours the absorption of hydrogen ceased and the obtained product had the iodine number 25.3.

**Experiment 3.** The mixture corresponded with the ones used for the two previous tests, but the gum arabic solution was replaced by 30 ccm. of a 1 per cent solution of tragacanth. The autoclave was charged with hydrogen and then heated under simultaneous stirring.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ½	70	6.9	8	1.1
" 1¼	78	6.5	8	1.5
" 2	85	6.8	8	1.2
" 3½	80	6.5	8	1.5
" 6	75	5.9	8	2.1
" 7	76	7.5	8	0.5
" 8	78	7.8	8	0.2

The iodine number of the hydrogenized product was 31.4.

**Experiment 4.** The reaction mixture was of the same composition as the one used for the previous test, and the hydrogen was introduced after the heating of the autoclave. The duration of absorption was 7½ hours and the obtained product had the iodine number 30.6.

The described experiments with castor oil have confirmed the observation made during the hydrogenation of the oil of soya beans, that it is more advantageous to expose the solution to the action of the hydrogen only after heating, than to reduce the palladium chloride to palladium already in the cold solution. The iodine number of the reduction products in the first instance were 25.3 and 30.6, against 27 and 31.4. It was also demonstrated that gum arabic is a better emulsifier than tragacanth. Although tragacanth was used in three times larger quantities than gum arabic, on account of its inferior protective action (gold number of tragacanth about 2, of gum arabic 0.15-0.25\*), the iodine numbers of the obtained products (27.2 and 25.3, against 31.4 and 30.6) prove the advantage of the use of gum arabic.

A sample of the hydrogenized castor oil was acetylated and the acetyl number determined by saponification of the acetylate. It only amounted to 46, while the acetyl number of the castor oil was 152. This proves that the product has lost about 70% of the hydroxyl groups and that it is not the oxyster corresponding with the castor oil, but almost entirely the ester of the non-hydroxyl fatty acid.

## 4. REDUCTION OF COTTON OIL.

Fifty grams of the oil (iodine number 110) were placed into the inserted vessel of the autoclave, together with 10 ccm. of a 1% solution of palladium chloride, 10 ccm. of a 1% solution of gum arabic solution and 10 ccm. of concentrated hydrochloric acid. According to the experience gained in the previous experiments the hydrogen was introduced after the heating of the autoclave.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ¾	63	8.0	8	0.0
" 2	68	7.1	8	0.9
" 3	69	7.0	8	1.0
" 4¼	70	6.5	8	1.5
" 5¼	65	6.2	8	1.8
" 6½	68	7.3	8	0.7
" 7	68	7.8	8	0.2

The fat obtained was remelted for purification. It was hard, snow white and showed the melting point of 49-53° and the iodine number 26.

To compare the action of the hydrogenized cotton oil with the most important reactions of vegetable oils the Halphen reaction was carried out with a few samples. The red coloration only appeared weakly and will probably cease entirely in an oil hydrogenized to the iodine number 0.

## 5. REDUCTION OF PEANUT OIL.

This oil was likewise hydrogenized in accordance with the experiments gained in the previous tests. This means that in the place of the solvent gum arabic was used as an emulsifier, and the autoclave was not charged with hydrogen until it had been heated.

Fifty grams of peanut oil (yellow, iodine number 98), 10 ccm. palladium chloride solution 1%, 10 ccm. of 1% solution of gum arabic and 10 ccm. of concentrated hydro-

\*From Zeitschrift fuer Angewandte Chemie, vol. 1, p. 305; Sept. 30, 1919.



chloric acid formed the charge of the autoclave. The excess pressure of the hydrogen was kept at 8 atmospheres, as for all other experiments. With comparatively regular hydrogen absorption the reduction was completed in 7 hours.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ½	57	7.8	8	0.2
" 1½	68	7.0	8	1.0
" 2½	68	6.8	8	1.2
" 3½	71	6.5	8	1.5
" 4½	70	6.5	8	1.5
" 5½	66	6.0	8	2.0
" 6½	68	7.0	8	1.0
" 7	68	7.8	8	0.2

When the autoclave was opened the palladium was found separated in flakes and the fat entirely solid. To purify the product it was remelted, decanted from the palladium and resolidified. The result was a very solid product of the yellow color of butter, which showed a melting point of 49-55° and the iodine number 0.

#### 6. REDUCTION OF JAPAN TRAIN OIL

Only four of the experiments for the hydrogenation of Japan train oil are mentioned here. Tests made according to the rules for other fats did not give good results, and the products obtained were only semi-solid. It was found that the addition of hydrochloric acid is detrimental, and that the reduction proceeds most favorably in a solution which is practically neutral, with the exception of the hydrochloric acid freed from the palladium chloride.

The train oil used had the well known, penetrating and nauseating odor and showed the iodine number 188.

*Experiment 1.* The mixture consisted of 50 grams of the oil, 10 ccm. of a one per cent solution of palladium chloride and 10 ccm. of a one per cent. solution of gum arabic. The hydrogen was introduced after previous heating of the autoclave.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ¾	59	8.0	8	0.0
" 2	65	7.2	8	0.8
" 3¼	68	6.5	8	1.5
" 5¼	65	5.6	8	2.4
" 6¼	67	6.2	8	1.8
" 7¼	67	6.8	8	1.2
" 9½	65	7.5	8	0.5
" 10	64	7.8	8	0.2

After separation from the precipitated palladium the obtained product formed a solid gray substance with an odor resembling that of cocoa butter. The iodine number was 30.4.

*Experiment 2.* This test corresponded with the previous one, and the time of experimentation was about the same. The hydrogenation product also had approximately the same iodine number 26.1.

*Experiment 3.* To obtain a still more favorable result, if possible a small quantity of alcohol was added for this test and for the following one.

The substances used were 50 grams of Japan train oil, 10 ccm. of a one per cent. solution of palladium chloride, 10 ccm. of a one per cent. solution of gum arabic and 20 ccm. alcohol. The autoclave was again charged with hydro-

gen after previous heating. After 12 hours the absorption of hydrogen ceased.

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ½	55	8.0	8	0.0
" 1¼	58	7.8	8	0.2
" 2	65	7.5	8	0.5
" 3	70	7.0	8	1.0
" 4½	72	6.5	8	1.5
" 6½	68	5.8	8	2.2
" 8	69	6.1	8	1.9
" 9½	70	6.3	8	1.7
" 10½	72	6.7	8	1.03
" 11½	70	7.5	8	0.5
" 12	70	7.9	8	0.1

After rinsing with water and remelting a product similar to the one of the two previous tests was obtained. The iodine number was 24.6.

*Experiment 4.* This test was adjusted in the same manner as the one preceding it and yielded the same result. The iodine number of the obtained product was 22.8.

In this manner a useful product of pleasant odor was obtained from the ill-smelling and almost worthless Japan train oil. The melting point of the hydrogenation products varies between 46-50°. With the transformation into a solid product through the saturation of the glycerides of the unsaturated acids with hydrogen the situation of the clupanodonic acids has taken place simultaneously. This fact explains the disappearance of the nauseating odor of the Japan train oil. The product will probably prove very serviceable for the manufacture of grain soap. The use of alcohol for the partial solution of the oil proved favorable in so far that fats of a lower iodine number were obtained (24.6 and 22.8, against 30.4 and 26.1). Practically this advantage is of little importance, because in the technic the use of alcohol increases the cost so greatly, that the hydrogenation of fats would not be profitable, even if only small quantities of this solvent were added. As long as the main purpose, the production of a solid, odorless fat is accomplished without the use of alcohol we may well forego the slight improvement of the iodine number.

#### 7. HYDROGENATION OF THE COTTON OIL WITHOUT THE PROTECTIVE COLLOID

Starting from the theory that in the absence of gum arabic the fat itself has to act as a protective colloid for the palladium, a simple mixture of oil and a hydrous solution of palladium chloride was used in a number of experiments for the hydrogenation of cotton oil.

##### *Experiment 1.*

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
after ¾	74.5	4.0	2.7	1.3
" 2¾	64.5	4.0	0.9	3.1
" 5¼	64.0	4.0	3.35	0.65
" 10	63.0	4.0	3.85	0.15

##### *Experiment 2.*

Time in hours	Temp. in °C	Pressure in atmospheres	Pressure in atm.	Difference
" 1	64.0	4.0	2.5	1.5
" 3½	67.5	4.0	1.4	2.6
" 5½	65.6	4.0	2.9	1.1
" 6½	65.5	4.0	3.8	0.2
" 10	63.0	4.0	3.9	0.1

The experiments were arranged in the same manner as those previously described. The charge of the autoclave consisted of 100 grams cotton oil and 5 ccm. of a 1 per cent.

solution of palladium chloride, and the hydrogen was introduced after previous heating of the autoclave.

After the autoclave had been opened the products obtained were entirely solid and they showed a melting point of 50-55 degrees. The iodine number only amounted to 30.5 and 32.

These tests prove the theory expressed above, that the oil acts as a protective colloid. The quick process of the reaction can only be caused by a very fine diffusion of the hydrogen carrier.

#### SUMMARY.

In the following table the results obtained are summarized to give a synopsis of the hydrogenations of fats:

Rapeseed oil.....	101	15.6	48°-53°	9
Oil of soy beans....	122.8	6.5	55°-58°	10
Castor oil.....	84	23.5-31.4	54°-57°	7.5-14
Cotton oil.....	110	26	49°-53°	7
Peanut oil.....	98	0	49°-55°	7
Japan train oil.....	188	22.8-30.4	46°-50°	10-12
Cotton oil.....	110	30.5-32	50°-55°	10

In conclusion I desire to express my thanks to Privy Councillor Bunte and Prof. Skita for their valuable collaboration.

#### DETERMINATION OF THE FATTY ACID CONTENTS OF SOAPS.

Since the organization of German soap manufacturers published the methods for the examination of soaps and oils in 1910, new investigations have been made in 1916 and later, and the result of these tests makes considerable progress in soap analysis. According to Swiss trade papers the German commission for vegetable and animal fats and oils in its reports for foreign countries describes a new method which eliminates the former disagreeable disturbances, such as the oxidation of the unsaturated fatty acid in the drying process and the evaporation of the low fatty acids. The test is carried out in the following manner:

Four to six grams of soap, or ten grams of soft soap, are dissolved in hot water and the solution is rinsed into a soap graduate, into which a few drops of methyl orange have previously been dropped, together with 25 to 30 cc. of normal sulfuric acid. The graduate is filled to the hundred cc. mark, and after the solution has been cooled about 50 cc. of a mixture of equal parts of ether and petroleum ether are added. After vigorous shaking 50 cc. more ether and petroleum ether are added. As soon as the sediment settles the acid fluid is drained off and the remaining ether washed out with 100 cc. water. After the completion of the separation the rest of the ether is drawn off and the vessel filled to the fluid point by a quick turn of the stop cock, whereupon the upper stratum is drained off once more. Finally about 25 cc. are placed into an Erlenmeyer retort with a stop cock of cut glass, which contains about 5 grams of pure dried lead oxide and a few small pieces of pumice stone. The mixture is vigorously shaken for a few minutes and the solvent drawn off, so as to make the piston of the water-jet vacuum pump airtight. Finally the residue is dried for 20 minutes in the Meyer brick drying oven at 60° C. and under decreased pressure.

The weight increase of the retort, calculated for the total volume of the fatty acid solution, shows the content of anhydrous fatty acid in the weighed soap. This method may also be used for the determination of resin soaps and washing powders.

#### PRODUCTION OF GLYCERINE FROM SPENT SOAP LYES.

Spent lyes from soap containing the valuable glycerine are contaminated with salts, sodium chloride, sulfates, solutions of sodium hydroxide, soda, etc., and also contain impure fats and fatty acids. To obtain the glycerine, the spent lyes are usually placed in boiling pans and evaporated with steam to 30° or 32° Bé. By this process a large part of the salts and inorganic compounds is separated. The lyes are then acidified with sulfuric acid, or by the injection of air and evaporated once more to 35° or 36° Bé. After this second evaporation the precipitated salts are removed and the crude glycerine is separated.

The separation is impeded not only by the fats and fatty acids, but also by the sulfur compound which enter into the saponification process with the impure reaction substances. The sulfur compounds decrease the yield and disturb the separation of the glycerin. As they are not fully oxidized by the customary injection of air, the viscous, poorly crystallizing and sludgy substances always caused much trouble. The extraction of the fats and fatty acids, a certain percentage of which invariably remains in the spent lyes, was also hindered. At the present time the complete extraction of the fats is of special economic importance, on account of their high market value.

Recently it has been demonstrated that these difficulties can be overcome, if ozone or ozonized air is injected into the previously treated spent lyes, instead of air. This method oxidizes the sulfur compounds completely and renders them harmless. At the same time the viscous, sludgy fat substances are transformed into hydroxy fatty acids, which form solid substances and can easily be separated. The process may also be carried out in such a manner that the treatment with ozone precedes the acidification. For instance, the following working method may be used:

Thousand kilograms of spent lye are evaporated to about 32° in a boiling pan which should have a steam jacket. The evaporation separates a large part of the salts and other organic compounds. Then 10 kilograms sulfuric acid are added to the content of the evaporation vessel and the boiling is continued. Simultaneously an uninterrupted current of ozone or ozonized air is introduced, and the process is continued until the content of the vessel is evaporated to about 36° Bé. After the completion of the evaporation the precipitated salts are separated from the raw glycerin in the usual manner.—German Patent 310,045, Class 23e, Dr. R. Blum, Berlin-Grunewald, and Carl Franke, Berlin, 3.5.18.

#### Ammoniacal Soap Process Patented.

*Method for the production of ammoniacal washing mediums from ammonium salts.*—Adolph Heckt, Kiel.—1. The method is characterized by the fact that liquid soluble glass is mixed in eventually diluted form with hydroxous lyes of ammonium chloride or carbonate of ammonia, until a paste-like product is obtained. 2. A process for carrying out the method 1 is characterized by the addition of oxalic acid, etc., to the water used for the dilution of the soluble glass, ammonium, etc.

The addition of oxalic acid expedites the formation of the paste, because the oxalic acid alone shows a tendency to form a paste with soluble glass. Furthermore, the addition of oxalic acid increases the cleansing power of the medium and makes it more soap-like. Good lathering action may be obtained by adding extract of quillaja bark, saponin, etc., to the diluting water. (German Patent 308078).

# TECHNICAL HARDENING OF FATS WITH NICKEL CATALYZER\*

By Dr. H. Schoenfeld

In their work on the "Technical Hardening of Fats with Nickel Catalyzer," L. Ubbelohde and Th. Svanoe report the results of divers systematic hardening experiments made according to the modern technical process for the hardening of fats. The patents issued in the mentioned sphere may be divided into two groups, the first one of which comprises the appliances for the mixing of the three constituents, oil, catalyzer and hydrogen, while the second one occupies itself with the production of catalyzers. The hydrogenation takes place only at the points where oil, catalyzer and hydrogen come into contact. The hydrogen can only reach the point of contact of oil and catalyzer, if it is dissolved in the oil and carried by the current of the latter to the contact point. Low solubility of hydrogen in oil makes it highly important to create a large surface between the oil and hydrogen, and to renew the surface as often as possible.

The solubility of hydrogen in cotton oil and train oil is 4 per cent. by volume at 100 degrees, and 5.5 per cent. by volume at 180 degrees. The following three processes were compared with each other:

1. The method of Normann (German patent 141,029). This process is characterized by the fact that the catalyzer is suspended in the oil and hydrogen bubbles are conducted through this suspension. Thus the contact of the hydrogen with the oil mixed with catalyzer takes place on the surface of the gas bubbles.

2. The method of Wilbuschewitsch (patent application 36,294). The characteristic feature of this process is that the contact between the oil mixed with catalyzer and the hydrogen is accomplished on the surface of the oil drops, in contrast to the Normann method, which uses the surface of the gas bubbles for the contact.

3. The Erdmann process (German patent 211,669). Here the contact of the hydrogen with the oil takes place on the surface of the oil, which runs in a thin membrane over the catalyzer (nickel pumice stone).

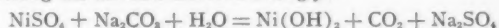
For the comparison of the three processes special apparatuses were constructed. The Normann apparatus consists of a copper bowl with a stirrer and a pipe for the introduction of hydrogen. The Wilbuschewitsch apparatus is an autoclave with a double mantle for the heating steam. A centrifugal pump draws the oil mixed with catalyzer from the lower part of the autoclave and sprays it into the latter from above through a spray. Through a valve hydrogen is introduced, which enters the autoclave from below through a nozzle. The Erdmann apparatus consists of an aluminum reduction vessel which was filled with catalyzer and fitted with inlet and delivery tubes for the hydrogen, a thermometer, etc. The oil enters a burette through a dropping funnel and is then transferred to the reduction vessel through a sprinkler.

The Normann apparatus was prepared in the following manner: 150 grams of oil were heated in the apparatus to the experimental temperature, while at the same time a weak current of hydrogen was introduced. Then the cata-

lyzer was added. In the course of the experiment 50 liters hydrogen were conducted through the apparatus per hour. The Wilbuschewitsch apparatus was first filled with oil to one third of its capacity, and then the circulation pump was set in motion. As soon as the temperature of 120 degrees was reached the oil was drawn off and a mixture of 6 kilograms oil and catalyzer placed in the apparatus. Then the hydrogen pressure was turned on. The Erdmann apparatus was filled with 788 grams of Erdmann catalyzer. The latter consisted of pumice stone pieces of the size of peas which were impregnated with 3 per cent. nickel oxide. After the catalyzer had been reduced in the apparatus at 280-290 degrees the reduction experiments were continued for 62 hours at a temperature of 170 degrees with 150 grams oil and 501 hydrogen per hour. The samples were obtained hourly by drawing of the entire quantity of oil.

The iodine number of the cotton oil was 106 and the refraction 53.3 scale parts at 50 degrees. The whale oil I had the iodine number 126 and the refraction was 55.2 at 50 degrees, while whale oil H, with the iodine number 131, at 50 degrees showed a light refraction of 57.0 scale parts in the refractometer. The catalyzers used were:

1. Catalyzer "Germania." This catalyzer was furnished by the Germania Oil Works, appeared as a dark brown powder and was kept in bottles under CO<sub>2</sub>. It contained 15 per cent. nickel and the rest was diatomaceous earth. The catalyzer was produced in the following manner: Diatomaceous earth was mixed with water to a thin paste and dissolved by heating and stirring, after a quantity of NiSO<sub>4</sub> had been added. Then the calculated quantity of soda was added in the form of powder or in a concentrated solution and the whole mixture stirred and boiled. While boiling the mixture lathered strongly:



After washing the mixture was dried and reduced with hydrogen at 300-450 degrees in a calciner with a stirring apparatus.

2. Wilbuschewitsch catalyzer. This catalyzer was furnished by the Bremen-Besigheim Oil Works and contained 28.6 per cent. solid parts, 6.7 per cent. being nickel and the rest oil. The manufacture is similar to that of the "Germania" catalyzer.

3. Pure nickel catalyzer. This catalyzer was produced by the reduction of nickel oxide in the hydrogen current at 305 degrees. The nickel oxide had been obtained by annealing nitrate of nickel. After cooling the catalyzer was kept in bottles under CO<sub>2</sub>.

4. Erdmann catalyzer which was placed at the disposition of the experimenters by Erdmann and consisted of pumice stone pieces of the size of peas, which were impregnated with 3 per cent. nickel.

*Results of the experiments.* These tests were made with different temperatures, different quantities of catalyzers, different numbers of revolutions, different pressures, etc., and samples were taken from the apparatus at certain intervals. These samples were examined in regard to their iodine numbers, refraction and melting points, and the re-

\*From *Chemisches Centralblatt*, Tech. Part., vol. IV. No. 17, October 22, 1919.

sults carefully noted in numerous curve- and other tables. The speed of hydrogenation increases under otherwise equal conditions with the rise of the temperature, but is not perceptibly higher at 200 degrees than at 170 degrees and does not increase any further above 200 degrees.

Experiments in the apparatus of Normann and Wilbuschewitsch showed that the reduction is accelerated by an increase of the quantity of catalyzer. The speed increase is about proportional to the quantity of catalyzer, because the same iodine number is obtained in periods which are conversely proportional to the catalyzer quantities. The hydrogenation is also speeded by the stirring velocity. Between the revolution numbers 1600 and 3200 the difference is considerable, but no further increase was noted in the Normann apparatus between 3200 and 4800 revolutions. In the Normann apparatus the reduction speed furthermore depends upon the quantity of hydrogen. Between 25 and 50 liters per hour the difference noted was considerable for cotton oil, but immaterial for whale oil. At more than 50 liters per hour the difference remained insignificant in both cases. With the Wilbuschewitsch apparatus it was ascertained that the speed of hydrogenation is approximately proportional to the pressure, because equal iodine numbers are obtained in periods which are conversely proportional to the hydrogen concentration.

For the comparison of the efficiency of the apparatus of Normann and Wilbuschewitsch the authors used the same quantities of catalyzer, and for the Normann apparatus they chose the most favorable experiments (3200 revolutions and 50 l hydrogen per hour). On the other hand for the Wilbuschewitsch apparatus normal conditions were chosen, that is the pump was given the speed of rotation which produces the normal twyer spray and an excess pressure of eight atmospheres. The temperature was 120-165 degrees. In all cases the Wilbuschewitsch apparatus proved superior to that of Normann. The speed of reduction obtained was five to sixteen times larger. Even at ordinary pressure the Wilbuschewitsch apparatus is superior to that of Normann. In the course of the tests the utilization of the hydrogen, that is the ratio of the hydrogen accumulated in the reduction in comparison with the quantity introduced, also was tested. The utilization amounted to 23.8 per cent. for the Normann and 88.6 per cent. for the Wilbuschewitsch apparatus. In the Erdmann apparatus it was only 7.25 per cent. for the most favorable tests. The speed of hydrogenation was lowest in the Erdmann apparatus.

(To be continued)

#### MARKET FOR SOAP IN NETHERLANDS.

(Trade Commissioner Arthur H. Redfield, The Hague.)

Of an importation of soap into the Netherlands which in normal times had an average value of \$770,000 a year, the United States has had relatively an insignificant part. Great Britain has monopolized the Dutch import trade in hard soap, other than toilet soap, and Germany has furnished the soft soap. Germany and Great Britain have divided between them the Netherlands' import trade in perfumed and transparent soap.

Soap making takes a leading place in the industries of the Netherlands. There were 77 establishments listed in 1918 as making soap and soap powder. Amsterdam, Haarlem, and Rotterdam are the chief centers of the industry, each of these cities having 5 soap factories. Soap

essence is manufactured at Flushing. The largest of the factories whose personnel was stated, do not employ over 50 workers. The varieties produced include both hard and soft soap, soap powder, washing compounds, soap for toilet, medicinal, household, and scouring purposes, as well as soaps for special purposes such as cleaning textiles and scouring milk bottles. Lime soap is manufactured at Amsterdam, at Haarlem, and at Leeuwarden. Oleic soap is made at Delft and at Utrecht.

American soap will have to make its way on the Dutch market through its own merits and through advertising. At present it is not sufficiently known, because of the fact that so relatively small a part of the import consumption was supplied by the United States.

The American exporter would do well to remember the value of an agency or branch house at Rotterdam or Amsterdam as a distributing point for sales throughout the Rhine Valley and western Germany, or even as far away as Switzerland and Czechoslovakia. The Rhine is navigable by steamer as far as Basel. Railroad and water connections can be utilized to transport American soap from Rotterdam to Prague or Vienna.

The year 1918 was the severest of all the "crisis" period, as the Dutch denominate the years of the war. For several months there was a general paralysis of the soap industry due to the lack of raw material. The exportation of all varieties of soap was forbidden. The prices set by the Government were admitted by the dealers to give a satisfactory profit. The year 1919 has been marked by a fast disappearance of the restrictions on the manufacture, trade, and consumption of soap. On April 1 the Ministry of Agriculture, Commerce, and Industry lifted the embargo on the sale, shipment, and delivery of cleansing preparations and soap substitutes poor in fat content. The restrictions on hard potash soap were removed June 7. The manufacture of soap and the trade in it stand today practically unrestricted.

The Netherlands from its geographical position is destined to conduct a transit trade in many commodities. So it is not surprising that it both imports and exports soap in normal times. The exports of perfumed and transparent soap, for example, exceeds the imports to the extent of 177,170 kilos in 1912, and 436,659 kilos in 1915. No later figures are available. The bulk of this exported soap went to the Dutch East Indies, and in 1914 and 1915 in a smaller degree to Belgium.

Hard soap, other than perfumed, was imported, however, to a net amount of 1,944 metric tons in 1912, and 2,384 metric tons in 1914. In 1915 the exports exceeded the imports to the amount of 5,545 metric tons. These exports went principally to Belgium and Germany.

Exports of soap from the United States to the Netherlands have been insignificant in comparison with the volume of the country's imports for consumption. In the fiscal year 1913 the United States exported to the Netherlands toilet or fancy soap to the value of \$5,151; to the value of \$7,767 in 1914; \$4,762 in 1915; \$11,383 in 1916; and \$13,743 in 1917. There were no exports of toilet or fancy soap to the Netherlands in 1918. In the year ending June 30, 1919, the United States exported \$17,344 worth of toilet and fancy soap to the Netherlands.

Of other soap the United States exported to the Netherlands 34,963 pounds in the fiscal year 1913, 12,506 pounds in 1914, 71,881 pounds in 1915, 69,653 pounds in 1916, 648 pounds in 1917, none in the fiscal year 1918, and 104,538 pounds in 1919.

#### U. S. Production of Fats and Oils.

The production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended June 30, 1919, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 439,857,536 pounds; fish oils, 1,253,830 pounds; animal fats, 419,668,867 pounds; and greases, 73,078,242 pounds; a total of 933,858,475 pounds. Of the several kinds of oils and fats covered by the inquiry the greatest production, 326,109,753 pounds, appears for edible lard. Next in order are cottonseed oil, with 204,166,650 pounds; linseed oil, with 97,929,096 pounds; coconut oil, with 63,004,894 pounds; and tallow, with 58,266,305 pounds.



## DECEMBER SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in December, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria-Hungary, \$1,139, (\$55,366); Azores and Madeira Islands, \$26, (\$.....); Belgium, \$261,007, (\$179,893); Denmark, \$5,413, (\$5,113); Finland, \$7,500, (\$7,500); France, \$81, (\$50,052); Germany, \$12,557, (\$10,468); Greece, \$3,919, (\$11,331); Iceland and Faroe Islands, \$421, (\$1,882); Italy, \$15, (\$1,153); Malta, Gozo and Cyprus Islands, \$....., (\$732); Netherlands, \$6,290, (\$34,882); Norway, \$4,493, (\$2,238); Portugal, \$....., (\$85); Roumania, \$....., (\$10,011); Russia in Europe, \$....., (\$32,951); Serbia, Montenegro, etc., \$....., (\$7); Spain, \$7,557, (\$780); Sweden, \$193, (\$.....); Switzerland, \$7,636, (\$.....); Turkey in Europe, \$1,591, (\$25); England, \$14,582, (\$11,956); Bermuda, \$488, (\$2,201); British Honduras, \$414, (\$3,333); Canada, \$31,312, (\$43,482); Costa Rica, \$1,903, (\$927); Guatemala, \$879, (\$105); Honduras, \$2,782, (\$9,520); Nicaragua, \$2,978, (\$7,847); Panama, \$4,245, (\$12,275); Salvador, \$764, (\$168); Mexico, \$14,366, (\$422,300); Newfoundland and Labrador, \$876, (\$514); Barbados, \$520, (\$5); Jamaica, \$2,246, (\$1,757); Trinidad and Tobago, \$1,543, (\$34); Other British West Indies, \$300, (\$4,370); Cuba, \$57,967, (\$132,946); Danish West Indies, \$345, (\$673); Dutch West Indies, \$1,487, (\$1,169); French West Indies, \$206, (\$6,374); Haiti, \$2,247, (\$53,617); Dominican Republic, \$2,617, (\$37,346); Argentina, \$1,153, (\$6,684); Bolivia, \$1,452, (\$.....); Brazil, \$9,259, (\$99); Chile, \$6,666, (\$4,522); Colombia, \$11,203, (\$1,355); Ecuador, \$4,366, (\$5,074); British Guiana, \$223, (\$.....); Dutch Guiana, \$223, (\$.....); Peru, \$12,173, (\$209); Uruguay, \$1,429, (\$.....); Venezuela, \$7,112, (\$62); China, \$5,414, (\$14,805); Chosen, \$52, (\$843); British India, \$26,666, (\$29); Straits Settlements, \$582, (\$.....); Other British East Indies, \$2,856, (\$.....); Dutch East Indies, \$6,742, (\$261); French East Indies, \$821, (\$.....); Hongkong, \$3,945, (\$2,849); Japan, \$31,712, (\$206); Russia in Asia, \$11, (\$.....); Siam, \$551, (\$.....); Turkey in Asia, \$1,337, (\$100); Australia, \$13,011, (\$2,062); New Zealand, \$7,565, (\$1,531); Other British Oceania, \$97, (\$.....); French Oceania, \$791, (\$138); German Oceania, \$....., (\$20); Philippine Islands, \$2,491, (\$1,924); Belgian Congo, \$....., (\$62); British West Africa, \$143, (\$14); British South Africa, \$10,944, (\$17,295); British East Africa, \$77, (\$.....); Canary Islands, \$1,506, (\$.....); French (\$1,217,650).

## German Output of Potash.

A cable from Commercial Attache Edwards at The Hague, February 12, says the German potash syndicate reports the total production of actual potash for 1919 at 946,000 short tons, of which 264,000 tons were sold abroad, the remainder meeting 41 per cent. of domestic needs. The German Potash Board has announced a further increase in prices of potash for domestic use. This is the fourth time prices have been raised in a year. The new increase amounts to about 45 per cent. New prices are six times those of 1914.

## Potash Coming from Europe.

There is every prospect that the arrivals of foreign potash at Baltimore will be greatly increased in the near future. Not less than four cargoes are on the way to Baltimore and to Norfolk, Va.

## Greek Import Restriction on Caustic Soda.

A cablegram from Consul General Weddell, Athens, dated January 22, states that caustic soda should be included in the recent Greek import prohibition.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

1919, were 3,657,000 lbs., against 1,445,000 lbs. in 1918, and exports were 3,966,000 lbs. in 1919, against 21,755,000 lbs. in 1918.

February 17, 1920.

## Vegetable Oils.

Within the past month the market for soap making oils, with one exception, has been in a state of complete demoralization. The one exception is olive oil, which is impervious to influences affecting competing products, by reason of the embargo on exports from Spain, heretofore in recent years the only source of supply of this oil. The extreme weakness of foreign exchange precluding the possibility of export business was the initial cause of depression in all other oils used by soap makers, but the recent decision of the banks to make no further loans for the financing of speculative operations, was the final touch needed to set prices tumbling and in a week there were declines of from one to two cents a pound in selling prices, whereas normally changes of more than a quarter of a cent are infrequent.

When the darkest hour appeared to have come, as a result of forced liquidation and refusal of buyers to take hold in what appeared to be a bottomless market, a sudden change in conditions came pretty close to setting things right again. First came an improvement in the financial situation as represented by the stock market, accompanied by a sharp recovery in sterling exchange due to efforts making in high quarters on both sides of the Atlantic to bring about more stable conditions. The most decisive cause of the upturn, however, was furnished by heavy purchases of lard credited to Germany which was accepted as indicating a beginning of the long deferred and much desired movement of fats and greases to Europe. Whether the improvement of the past few days will be maintained is a subject on which opinions differ. In any event trading, so long as money matters remain as they are, will have to be conducted along much more conservative lines than were followed by speculative operators during the period following the signing of the armistice and for some time thereafter until it was clearly demonstrated that Central Europe was not to furnish the unlimited market that was so fondly hoped. It is probable also that American buyers will be difficult to turn from their long pursued policy of hand to mouth buying until they are satisfied that real stability of financial and industrial conditions has been established.

## Industrial Chemicals.

Aside from the great handicap imposed upon business generally by demoralization of transportation as a result of the recent great storm, there have been few developments out of the ordinary routine in the market for chemicals employed by soap makers. The scarcity of products due to oversales by manufacturers to meet abnormal requirements of home and foreign trade, has been accentuated by the coal shortage, necessitating curtailment of production. This is particularly apparent in the supply of caustic soda, for which there is a heavy demand especially from foreign countries heretofore dependent upon Great Britain, whose production has failed from lack of coal. It is and has been for some time almost impossible to find sellers here for prompt early delivery. The speculative element has been almost, if not quite, eliminated by the stringency of the money market, and especially because no further advances to finance such operations are obtainable.

Everything on the list is in a firm position. There are no surplus stocks of any commodity in first hands, and accumulations made in outside quarters during the period of excessive speculation at the end of the war, have been pretty well absorbed by legitimate trade demands. Greater stability of the market is reasonably expected to follow removal of causes making for unsettlement, such as marked depressions in Wall Street, including the extremity of weakness in foreign money exchange and the general uncertainty in commercial markets due to inflation.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW.

From the recent high level of 18c for New York Special Tallow, the market has been steadily declining until about ten days ago a sale was effected at 15c a lb.; since which time buyers and producers have been apart in their views.

The best firm offer a week ago was 14½c and now 14½c is bidden, with the seeming likelihood that the next sale will be at the now-demanded price of 15c.

Only for the time being it is likely that prices will hold, due to continued buying on the part of soap manufacturers to replenish their supply; the general underlying situation being none of the best.

Exports to Europe of food stuffs and edible fat stocks are decreasing at an alarming rate, and this is bound to bring about a closer parity in selling prices of edible fats compared to inedible fats, of the better grades.

The soap business has been dull, and the export demand for soaps which at one time, several months ago, caused quite a flurry, is now completely subsided.

While we may have an upward reaction of a half cent or possibly one cent a pound in tallow, it is well to bear in mind that the natural tendency is a sagging one, and that prices must eventually find a lower level.

Greases, particularly the poor grades which about a month ago sold at disproportionate values compared to tallow, are again finding their relative selling basis, and choice soap grease which touched 15½c a lb. about a month ago is now available at about 12½c—12¾c; though some ask 13c.

With compound lard consisting of a small proportion of edible oleo stearine admixed with cottonseed oil, now selling at 2½—3½c a pound premium over pure hog lard, we are having the most abnormal condition imaginable.

TOBIAS T. PERGAMENT.

February 17, 1920.

### GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

There has been no change in the price of chemically pure glycerine, since our letter of January 20; at that time, the general quotation was 25c per lb., in bulk, although one of the refiners was asking 26c; since that time, another refiner raised his price to 26c, but dropped it, within the last week or so, to 25c. The large demand for C. P. Glycerine, accentuated to a considerable extent, by the call for medicines, as a result of the influenza epidemic, has enabled refiners to maintain the price, although the values of other grades of glycerine have suffered a marked decline. There has been another purchase of 500 tons of the British Crude Glycerine, and more is offered, at a higher sterling price, f. o. b. British ports, but owing to the drop in exchange, the landed figure will be no more than what was paid for the first lot. Refiners have refrained from buying Dynamite, and have been apathetic, so far as domestic Crude is concerned, thereby permitting the market to ease off, as there has been very little demand from the Explosive trade. The severe drop in Tallow and Oils has had considerable

influence on the Glycerine market, as a whole, and has, no doubt, been responsible for a large part of the decline; at the present time, City Special Tallow is 14½c, loose, whereas at this time last month, it was bringing 18c. There should be a better demand for Dynamite Glycerine, before long, as the shooting of Oil wells has, no doubt, greatly increased, and the active season for outside work, with Explosives, is near at hand. We do not look for much further of a decline, in fact, we think that there may be some reaction, although fluctuations are likely to be maintained, within a narrow range. Imports, for the calendar year

(Continued on page 421 previous)

### SOAP MATERIALS.

#### Tallow and Grease.

Tallow, Special, City, New York, per lb., 15. Tallow, Edible, New York, per lb., 17c. Tallow, Prime Packers, 17-17½c. (Chicago, 15½-16c.) Tallow, Edible, 17½-18c. (Chicago, 16½-17c.) Grease, yellow, per lb., 14½-15; 12½-13. Grease, brown, per lb., 14-14½c; 12-12½c.

#### Miscellaneous.

Rosin—Savannah. Rec. Feb. 17.	
Common to good.....	\$16.50
D and E.....	16.60
F.....	16.70
G.....	16.75
H.....	16.80
I.....	17.00
Starch, Pearl, per 100 lbs.....	\$4.97@ 5.19
Starch, powdered, per 100 lbs.....	5.12@ 5.34
Stearic acid, single pressed, per lb.....	26½c.
Stearic acid double pressed, per lb.....	27½c.
Stearic acid, triple pressed, per lb.....	30½c.
Glycerine, C. P., per lb.....	24c.
Glycerine, dynamite, per lb.....	21½@ 22c.
Soap lye, crude, 80 per cent loose, per lb.....	13½@ 13¾c.
Soap, lye, saponification, 80 per cent. loose, per lb.....	15½@ 16c.

#### OILS.

Cocanut, edible, per lb.....	21@ 21½c.
Cocanut, Cochin, E. L., per lb.....	nominal
Cocanut Cochin, Dom., per lb.....	20½c.
Cocanut, Ceylon, Dom., per lb.....	19@ 19½c.
Palm, Lagos, per lb.....	16¼@ 16½c.
Palm, Niger, per lb.....	15½@ 16c.
Palm, Liberian, per lb.....	15@ 15½c.
Palm, Kernal, per lb., nominal.....	21½c.
Cotton, crude, per lb., f.o.b. mill.....	18c.
Cotton, refined, per lb. New York.....	20½@ 21c.
Soya Bean, per lb.....	21@ 21½c.
Corn, crude, per lb.....	19@ 19½c.
Corn, refined, per gal.....	\$2.50@ 2.75
Castor, No. 1, per lb.....	20c.
Castor, No. 3, per lb.....	19c.
Peanut, crude, per lb.....	26½c.
Peanut, refined, per lb.....	26½@ 28c.
Olive, denatured, per gal.....	\$3.10@ 3.25
Olive, Fouts, prime green, per lb.....	21@ 22c.

#### CHEMICALS

Soda, caustic, 76 per cent, per 100 lbs.....	\$4.75@ 4.85
Soda Ash, 58 per cent, per 100 lbs.....	\$2.50@ 2.60
Potash, Caustic, 88@ 92 per cent, per lb. f.o.b. Works.....	28@ 30c.
Potash, Caustic, 70@ 75 per cent, f.o.b. Works per lb.....	23@ 25c.
Potash, Carbonate, 80@ 85 per cent, per lb., New York.....	33@ 35c.
Salt, common, fine, per 100 lbs.....	\$1.55@ 1.60
Sulphuric Acid, 60° per cent, per ton.....	\$16.00@ 17.00
Sulphuric Acid, 66° per cent, per ton.....	\$22.00@ 23.00
Borax, crystals, per lb.....	8¼@ 8¾c.
Borax, granular, per lb.....	8¼@ 8¾c.
Zinc Oxide, American, per lb.....	9½@ 9¾c.

New York, Feb. 14, 1920.

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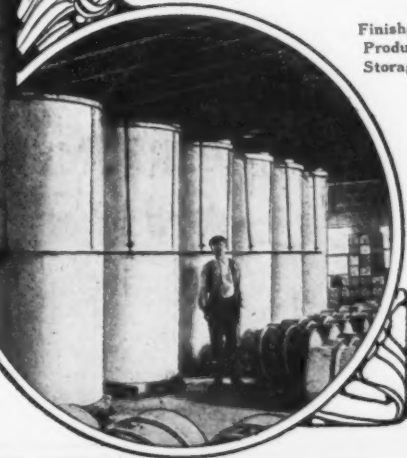
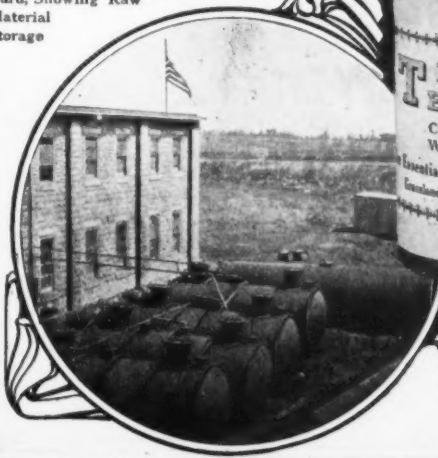
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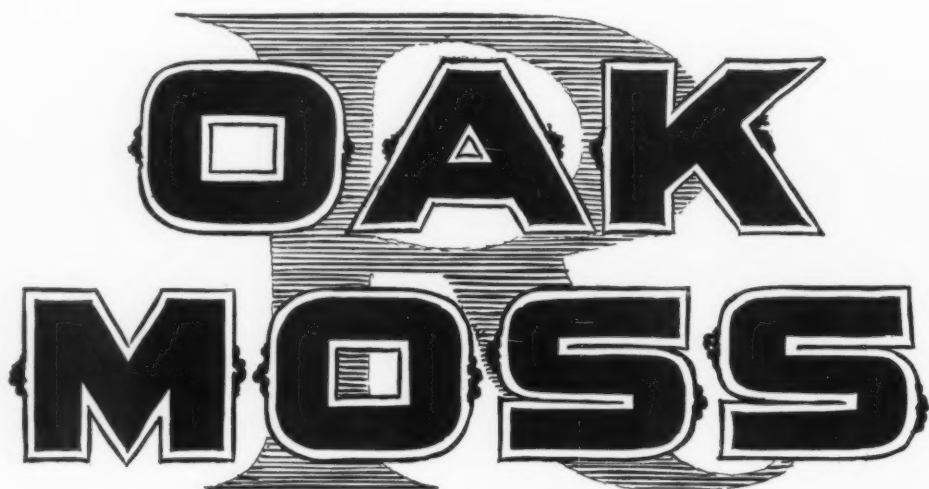
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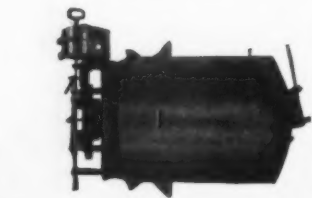
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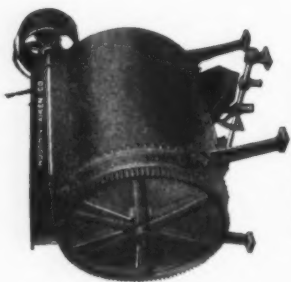
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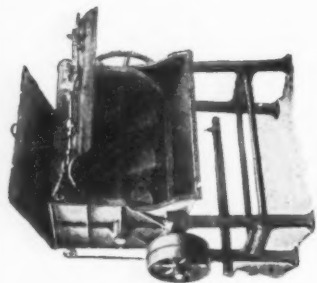




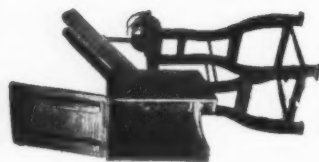
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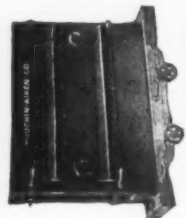
HORIZONTAL Crutcher.



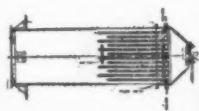
IDEAL Amalgamator.



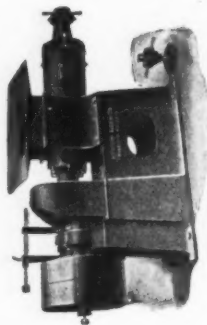
Soap Chipper.



STANDARD Soap Frame.



ACME Remelter.



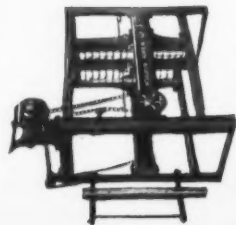
TYPE "F" Plodder.



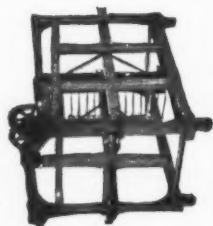
DOUBLE RACK Cutter.



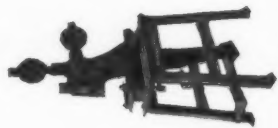
AIKEN Power Cutter.



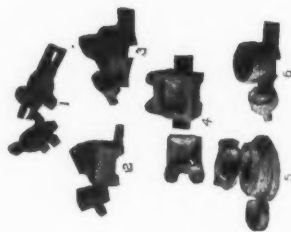
AIKEN Power Slabber.



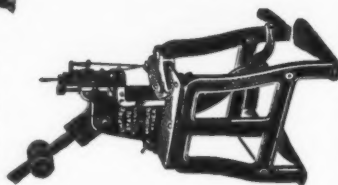
CHAMPION Slabber.



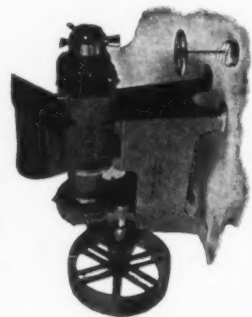
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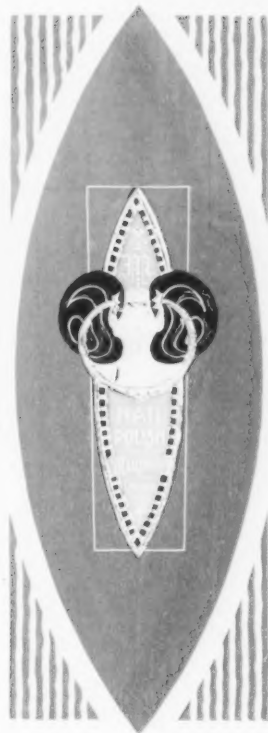
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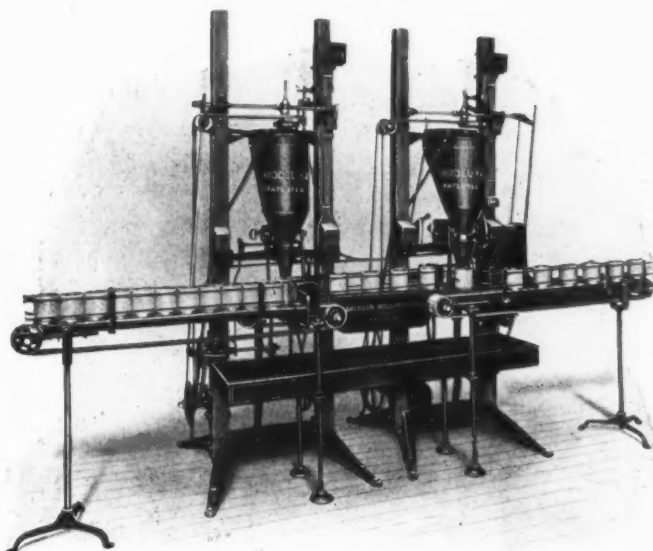
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U-PRESS-IT  
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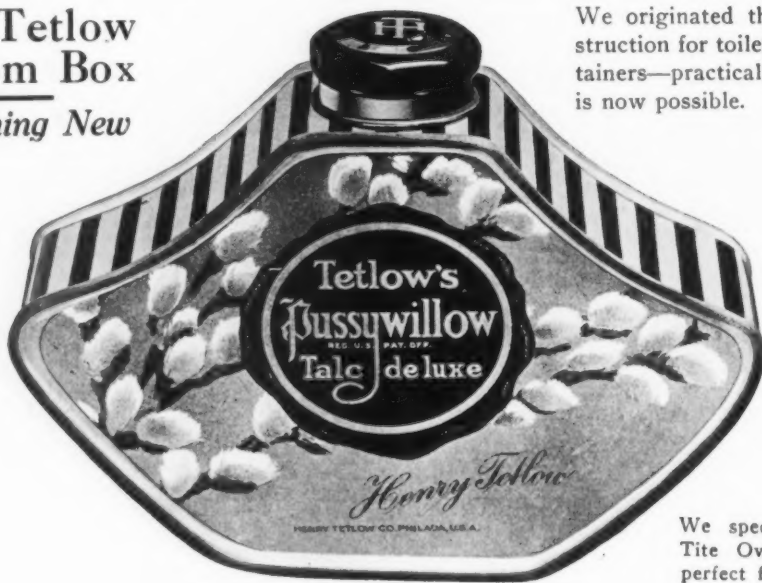
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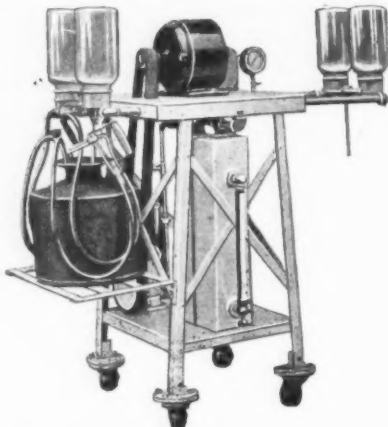
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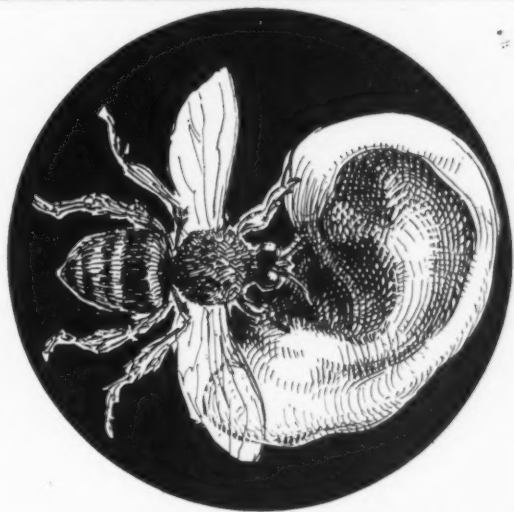


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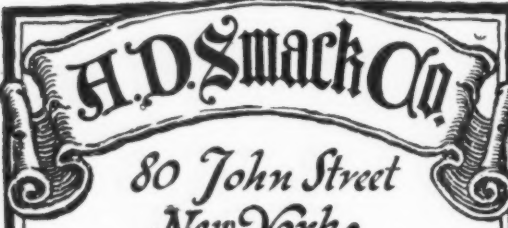
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
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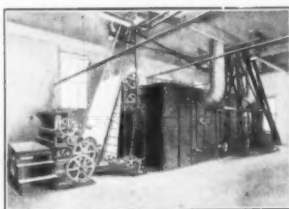
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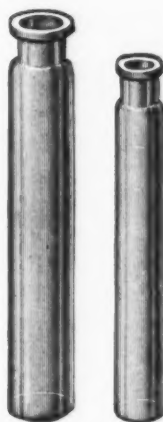
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### HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS



SOLE AMERICAN AND CANADIAN AGENTS

**E. J. SCHMIDT & CO., Succ. to Leerburger Bros.**

Makers of L. B. and ESCO FLAVORS.

59 Fulton Street, New York

## DESCOLLONGES FRERES LYONS, FRANCE

### Lilac Anthosia

A new product giving the true odor of the Lilac Flowers, fresh, flowery and lasting.

Rhodinol N. Citronellol  
Phenylethyl Alcohol  
Phenylethyl Alcohol Acetate  
Methylacetophenone

Write for quotations and samples.



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United States and Canada*

**BENJ. FRENCH, Inc.,**  
160 Fifth Ave.,  
New York

## INTERNATIONAL ALCOHOL CORPORATION

280 BROADWAY  
NEW YORK

MANUFACTURERS OF

# VICTORY

(REG. U. S. PAT. OFF.)

## Cologne Spirits

FOR

### High Class Perfumery

and

### Flavoring Extracts

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INQUIRIES SOLICITED



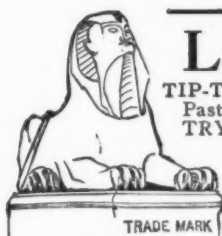
**A**RTICLES FOR  
TOILET REQUI-  
SITES IN THE  
WHOLE AND POW-  
DERED FORM

**P**OWDERED NEU-  
TRAL WHITE  
SOAP (*Rajah Brand*)  
FOR TOILET  
REQUISITES

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## Labeling Pastes

**TIP-TOP PASTE POWDER.** Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

**SPHINX PASTE**—For high grade labels to glass or paper.

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**MACHINE GUM**—For wood or paste-board.

**CONDENSED PASTE POWDER**—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

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A SUBSTITUTE  
FOR

**C. P. GLYCERINE**

## SOLUBLE FLOWER OILS

in all the

### STANDARD ODORS

For Perfumes and Toilet Waters. Make satisfactory odors without or with small percentage of alcohol.

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**Soluble Oils of Bay and  
Eau de Quinine**

Samples on request

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BOURBON  
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—  
OLIVE OILS  
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**RICARDO GOMEZ & DIETLIN CO.**

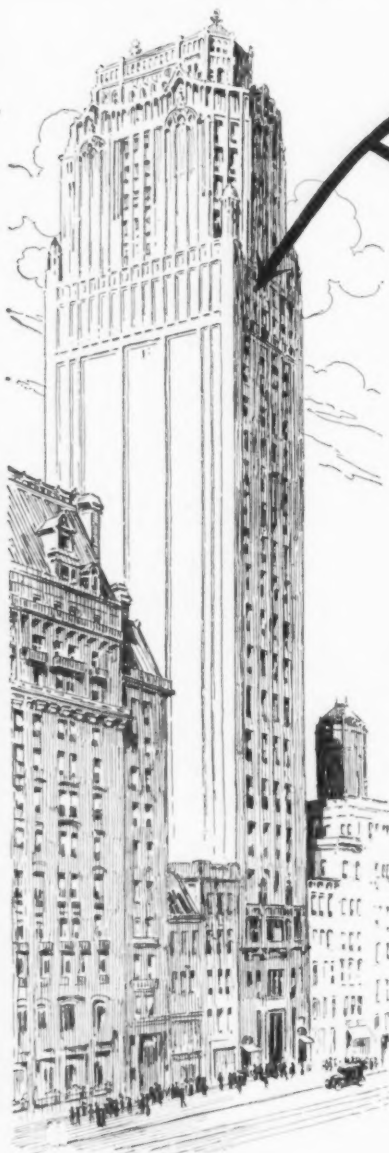
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177 WILLIAM STREET

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See our Showroom in the Bush  
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Excellent for use in Lilac oils

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For Violet and Bouquet odors

## Artif. Neroli

Compares favorably  
with the Natural  
Neroli

## Artif. Jasmin

Very powerful and  
sweet, does not  
discolor

## WISTARIA

A true reproduction of the flowers of  
Wistaria.

## ROSE OTTO ARTIFICIAL

Most perfect base for Red Rose

## SOAP PERFUME OILS

For Household and Toilet Soaps  
35c lb. up

Bush Terminal Sales Bldg.  
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*The*  
STANLEY  
MANUFACTURING  
COMPANY


Creators of  
HIGHGRADE  
SEALS and  
LABELS




DAYTON · · · · OHIO

# *All Work of Quality* IS NOT MADE *by* CHANCE

 AN ARTICLE made for cheapness and not for excellence of workmanship is, when justly estimated, attended with much less profit to the buyer.

 STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS *are a perfect combination of the finest workmanship and materials that come through years of experience.*

 We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

## Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

**THE DAVIES-YOUNG SOAP COMPANY**

**Dayton, Ohio**



**ATLAS  
BRAND**

FACTORIES:  
BROOKLYN, N. Y. PAVONIA, N. J.

ESTABLISHED 1851

## STEARATE OF ZINC

(U. S. P.)—TECHNICAL

## PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

## No. 40 CARMINE

(Cochineal Color)

*Manufactured by*

**H. KOHNSTAMM & CO.**

11-13 East Illinois Street  
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## ROLLING MASSAGE CREAM

**GUARANTEED QUALITY AT THE RIGHT PRICE**

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

**"KOLAB"  
DEPT.**

**COMMERCIAL LABORATORIES, Inc.**

**NEWARK  
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# FLOSS FOR EVERY PERFUMERY NEED — ANY QUANTITY



This TRADE MARK is our GUARANTEE OF  
SATISFACTION.

ARTIFICIAL SILK—Floss or Twist. Dyed to order. Standard Colors  
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PURE SILK—Floss or Twist. ALL COLORS STOCKED IN TWO  
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OUR SPECIALTY—Any color dyed to order in pound lots or up-  
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## LANOLIN, U. S. P.

HYDROUS  
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for pharmaceutical purposes, salves, ointments,  
toilet creams.

CRUDE LANOLIN  
NEUTRAL WOOL FATS

for technical purposes.

## THE TWITCHELL PROCESS

THE STANDARD METHOD OF  
DEGLYCERINIZING  
THROUGHOUT THE WORLD

### *Kontakt Saponifier*

FOR HIGH GRADE FATS

### *Kontakt D. P. Saponifier*

FOR LOW GRADE FATS

*The Twitchell Process Co.*

CINCINNATI, OHIO

CLEAN  
ATTRACTIVE

# COLLAPSIBLE TUBES

GEORGE K. DILLER

*Sales Agent Wheeling Stamping Co.*

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*Manufacturers*

Burnt Sugar Coloring  
"Caramel"

DISTILLERS OF

OLEO  
RESINS  
OF

Orris  
Ginger  
Lovage  
Capsicum  
Celery  
Coffee  
Horehound  
Vanilla

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ESSENTIAL OILS AND FLAVORING  
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## Stearate of Zinc

Stearic Acid Beeswax  
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ROUGE  
FACE POWDER COMPACTS  
LIP ROUGE LIP POMADE  
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

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Centrally Located for Quick Shipments



HIGHEST QUALITY

IN SOLID OR POWDERED FORM

# STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

## Millville Bottle Works

MILLVILLE, N. J.

Manufacturers of

# BOTTLES

## PERFUMERS WARE

OUR SPECIALTY

GEO. N. HANNA

108 Fulton St.

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## EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

## ROSE SYNTHETIC

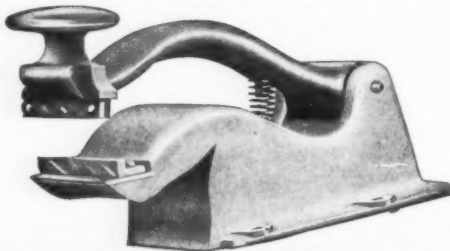
A Product Which Will Merit Your  
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THE BEST  
HAND POWER MACHINE MADE

THE "STANDARD" TUBE CLOSING MACHINE

## COLLAPSIBLE TUBES

(ALL SIZES)

### Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

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NEW BRIGHTON, PA.



**Made and Packed  
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Label or Seal**

**Rouge and Face Powder  
Compacts (all shades)**

*In Metal or Paste Board Boxes*

ALSO

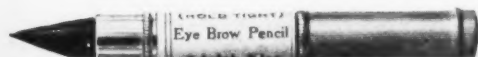
Paste Rouge, Lip Rouge,  
Eye Brow Pencils  
Nail Sticks,  
Etc.

**Prices and Samples  
Furnished Upon Request**

*Also Makers and Importers of  
"Hold-Tight" Hair Nets  
and  
"Hold-Tight" Hair Wavers*

**Adolph Klar**

221 Fourth Ave.,  
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## Velvatone Powder Puff

*The*  
Improved Powder Puff  
*for the*  
Compact Powder Box

Velvatone Powder Puffs  
are made in special  
colors to harmonize  
with your color  
scheme.

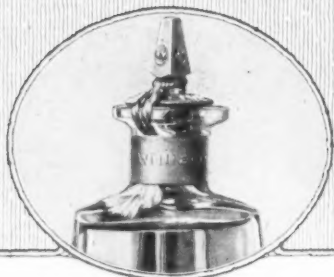
Take less space  
in the Vanity  
Box.

— Prompt Deliveries.

Velvatone Powder Puff Co.  
140 Sixth Avenue  
New York

Patented } 1,270,739 June 25, 1918  
              } 1,299,191 April 1, 1919



**HOW ARE YOUR GOODS TIED ?**

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

*Samples of this silk—in five different qualities—gladly sent on request.*

**The H. K. H. SILK COMPANY**  
Dept. T

Successors to M. Heminway & Sons Silk Co.  
120 East 16th St. New York, N. Y.

## CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

### BUSINESS OPPORTUNITIES

TO PERFUMERS able to place a large initial order, sole rights would be given for the United States for a novel container (not glass) for perfume without alcohol, artistic model for high class article, model fully protected—now being manufactured and regular deliveries could be given. Address B. O. No. 744, care of this journal.

MANUFACTURER RETIRING from business desires to dispose of two Alexander Patented Compact Rouge Machines, one round Lip Stick Mould, one Motor 1/2 H. P. Direct. For information write A. Alexander, 1723 8th Ave., Brooklyn, N. Y.

LIQUID SOAP PROCESS guaranteed to stand cold weather without becoming "milky." Contains no sugar, glycerine or alcohol. Suitable for shampoo. Address B. O. 716, care of this journal.

WANTED—Machines of small type for mixing, filling and preparing bottles and tubes, also extract and perfume apparatus, etc. Douglas, 121 Main St., E. Orange, N. J.

(Continued on page 86)

# LILAC "VANNA"

A beautiful new oil, of the popular vegetal character,  
fresh and flowery

Used ½ to 1 oz. to gallon for toilet water (50% to 75% alcohol.) Produces a remarkable product. Will meet all prohibition requirements.

## L. A. VAN DYK

*Manufacturing Chemist*

110 W. 14th St., New York

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**FANCY STOPPERED  
BOTTLES**

—AND—

**OTHER HIGH GRADE  
PERFUMERS' WARE**

***WILLIAM PENN  
GLASS MFG. CO.***

**Main Office: Sixth St.  
JEANNETTE, PA.**

**BUSINESS OPPORTUNITIES***(Continued from page 84)*

A BUSINESS MAN with chemical training wishes to invest some capital in a small chemical plant or successful process. Address B. O., No. 743, care of this journal.

NEW AND SECOND-HAND DRUMS.—GALVANIZED AND BLACK IRON. ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK BROS., PERTH AMBOY, N. J.

**HELP WANTED**

RESIDENT SALESMAN wanted by manufacturing company for Philadelphia territory. To sell flavors, essential oils and other specialties to wholesale druggists, perfumers, confectioners, bottlers, etc. Man with drug training would be suitable. Salary, expenses and commission. Apply, stating experience, to H. W., No. 745, care of this journal.

WANTED—Wide-awake, high class salesman for a line of high grade toilette preparations. Only those who have had jobbing trade experience and can show results need apply. Give full information and references. Address H. W., No. 746, care of this journal.

MAN, EXPERIENCED in the manufacturing of perfumes and toilet preparations for an established progressive house in the Philadelphia district. In replying, state age, experience, present and past connections. Address H. W., No. 747, care of this journal.

PERFUMERY CHEMIST wanted, who is familiar with the manufacture of high grade perfumes, toilet preparations, and pharmaceutical products. Must be able to take charge of the production department as well. Right man will be given an opportunity to secure an interest in the business on reasonable terms. Address H. W., No. 748, care of this journal.

A MAN WHO understands the manufacture of tablets of all kinds and familiar with the operation of Stokes Rotary Tablet Machine. Give age, full details of experience, references and salary desired in first communication. American Laboratories, Inc., Richmond, Va.

**SITUATIONS WANTED**

POSITION WANTED by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 696, care of this journal.

TOILET GOODS SALESMAN with over fifteen years' experience is open for a position. Very best references. What have you to offer? Address S. W., No. 711, care of this journal.

POSITION WANTED—Manufacturing chemist with 15 years' experience in the manufacturing of perfumes, toilet articles, flavoring extracts. "Soluble extracts, emulsions and conc. syrups for soft drinks," etc. Capable of taking complete charge of manufacturing and finishing department, buying raw materials, etc. Permanent position only considered. Good references. Address S. W., No. 700, care of this journal.

PERFUMERY CHEMIST and manager; twelve years' experience in the production of all toilet products, perfumes, creams, powders, dental and manicure preparations, has specialized in rouge and powder compacts, lip sticks, etc. Thoroughly competent to install or manage entire plant and originate new packages and products, wishes to connect with concern in or near New York City. Address S. W., No. 742, care of this journal.

TOILET GOODS SALESMAN, well acquainted with all the New England and New York State buyers, is open for a position with a good house. Best of references. Address S. W. No. 742, care of this journal.

*(Continued on page 88)*

ESTABLISHED 1890

**FOREIGN—TALC—DOMESTIC****KAOLIN****ZINC OXIDE****MAGNESIA CARBONATE****SOAP POWDER****ZINC STEARATE****PREPARED CHALK****PRECIPITATED CHALK****Light, Medium, Heavy, Dense and Free Flowing****STARCH****INFUSORIAL EARTH****WHITTAKER, CLARK & DANIELS, INC.****IMPORTERS AND EXPORTERS****250 Front St.****New York**

## AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

**LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.**

**AMOLE SOAP CO. TIPPICANOE CITY, OHIO**

### STOKES

#### Powder Filling Machines

are packing most of  
the best makes of

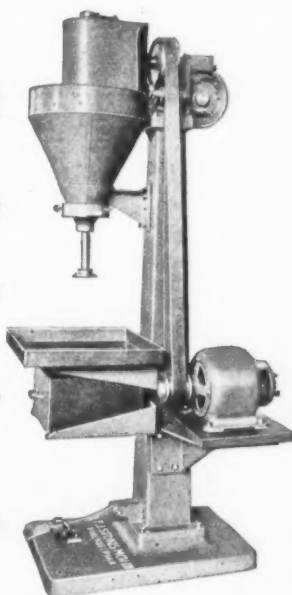
#### Toilet Powders

on the market.

They handle any  
shape of container

#### Rapidly and Accurately

Send for circular



**F. J. STOKES MACHINE COMPANY**  
PHILADELPHIA, PA.

### JACBRO PRODUCTS

CORPORATION

21 Park Row

New York

Cable Address JAPRODCO

Lemon Oil

\*\*Orange Oil, sweet, U. S. P., in all  
size containers

\*\*\*Lavendar Oil, U. S. P., Flower

\*\*\*Geranium Oil, Algier Rose

\*\*\*Patchouli Oil

**Drugs, Intermediates,  
Chemicals, Waxes**

### HAVE YOU EVER TRIED

to make a good tincture with poor alcohol. Possibly you did without knowing that that solvent was at fault. Many a concrete or bean has been condemned wrongly.

#### **GRAVES' XXX EXTRA FRENCH COLOGNE SPIRITS**

eliminates all solvent troubles and insures the full perfume or flavor value of the materials you are testing; and, of course, your stock should be made up with test-quality spirits.

*Try a 5 gallon lot.*

**C. H. GRAVES & SONS,**

**35 Hawkins St., Boston, Mass.**

# TALC

## HIGHEST GRADE

Buy Direct of the  
**UNION TALC CO.**  
 MANUFACTURERS  
 132 Nassau St. New York

### SITUATIONS WANTED

(Continued from page 86)

WOULD LIKE TO OPEN, or take charge of New York office for manufacturer of toilet goods or cosmetics. Fifteen years' experience in these lines. Possess initiative, fine personal appearance, unquestionable references. Salary not as essential as opportunity for advancement. Acquainted with import and export firms. Have office equipment. Address S. W., No. 749, care of this journal.

YOUNG MAN, 32 years of age, who has had a number of years of chemical experience, toilet articles and perfume experience in Europe, who thoroughly understands the manufacture of high grade toilet articles, perfumes and household specialties, wishes first class position. Salary \$60 per week until ability has been demonstrated. Address S. W., No. 701, care of this journal.

## NAIL POLISH CAKES

SUPPLIED IN

ANY QUANTITIES

WRITE FOR SAMPLES AND PRICES

**R. MERTIN, Inc.**  
 31 Albany St. BOSTON, MASS.

## FOR SALE

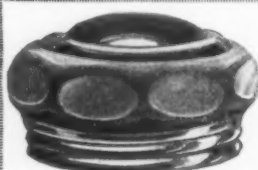
from German chemist any of the most prominent formulas in technical art of synthetic odors, like Musk, Vanillin, Cumarin, Heliotropin, Nerolin, etc.

Furthermore 1,000 formulas of first class artificial flower oils, non-alcoholic perfumes, etc.

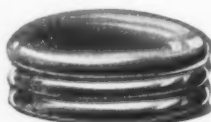
The formulas and processes would be sufficient to start a factory for artificial odors, essential oils, essences, etc.

For information apply to

**A. KERBER**  
 1101 Sixth Street Racine, Wis.



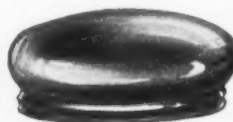
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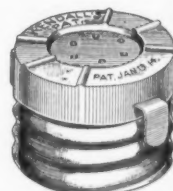
No. 171—OPEN. (Pat.)

## BRASS GOODS MFG. CO.

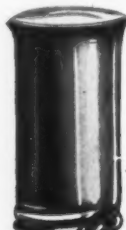
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Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 162—SELF-CLOSING CAP.



No. 186.



No. 188—CLOSED. (Pat.)



## Play Safe! Pack Your Goods Right!

The quality of your product is the keynote of your reputation. The condition in which your goods reach the ultimate consumer is the important detail that makes or mars your good-will.

Safeguard this vital asset by every care in packing.



### Protective Papers

Glassine—Vegetable Parchment—Grease Proof—Parchmoid

safeguard your product and good-will on that journey from your factory (over the counter) to the consumer.

Each one of these papers has distinctive qualities that make it best for the purpose—all can be creased or folded without cracking. They will improve a poor package and make a good package better. Supplied in sheets, rolls or circles. Your jobber can supply you.

*Write today for samples.*

For the convenience of the Western Trade, we carry a complete stock of Diamond-F Protective Papers at our Chicago warehouse and factory, 1656 Bealey Court.

**Diamond State Fibre Company**  
**Bridgeport, Pa.** (Near Philadelphia)

Also makers of Diamond Fibre—"A Remarkable Material"

**J. N. LIMBERT & CO.**

12 South Marshall Street  
 PHILADELPHIA

**Importers  
 of  
 Vanilla Beans**

**All Varieties**

### EMBOSSSED SEALS AND LABELS

GOLD  
 AND  
 SILVER

COLORS  
 AND  
 TINTS



*For Perfume, Toilet  
 and Soap Manufactures  
 And any other purpose  
 where seals are used  
 All manufactured on our  
 premises*




**Rouge and Powder Compacts**  
 In Handsome Gilt Metal Boxes  
 A Convenient Pocket Vanity Case

**Lip Sticks, Lip Rouge**  
 In Attractive Gilt Metal Sliding Tubes

**Toilet and Manicure Specialties**  
 Neutral and Private Brands

**High Grade Paper Boxes Exclusively**



**Wm. Buedingen & Son.**

NEW YORK  
 WOOLWORTH BUILDING  
 KARL VOSS, Mgr.

ROCHESTER  
 33 CANAL ST.  
 MAIN OFFICE & WORKS

## SOLVENTS AND INTERMEDIATES FOR PERFUME SYNTHETICS

**ISO-BUTYL ALCOHOL** Gravity .809 @ 15°C  
 Boiling Range: 97% Between 101-107°C  
 50% " 104-107°C

### NORMAL-PROPYL ALCOHOL

Gravity .820 @ 15°C  
 Boiling Range: 50% Between 90-97°C  
 40% " 97-103°C

### ISO-AMYL ALCOHOL

Gravity .815 @ 15°C  
 Boiling Range: 128-132°C

### ANHYDROUS ACETIC ETHER U. S. P.

Gravity .898 @ 15°C  
 Boiling Range: 76-77°C  
 Ester 99%

All Products Are Water White and Free From Acid and Water

U. S. INDUSTRIAL  
 CHEMICAL  
 COMPANY



27 WILLIAM STREET  
 NEW YORK  
 N. Y.

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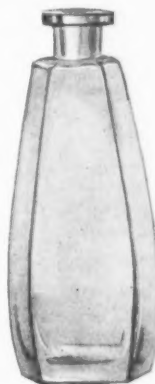
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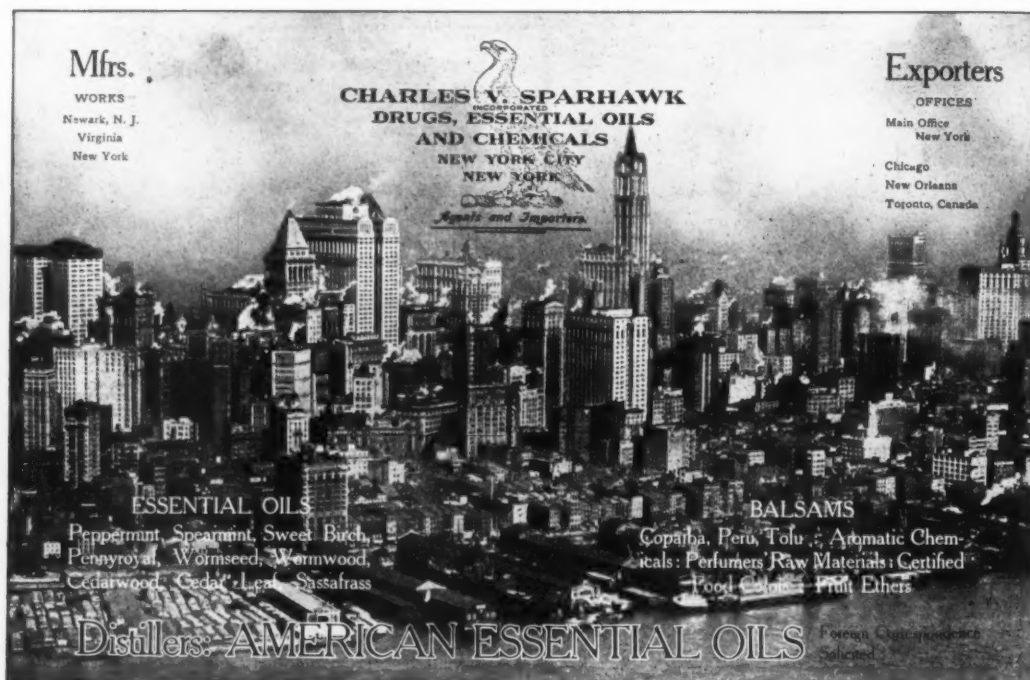
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## Synfleur Quality

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Standard Perfume and Flavoring Materials  
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## Synfleur Trefle Materials

TREFLE Flower Oils are among the most useful perfumery substances available. The Trefle odor is also sometimes known as an Orchid odor. Trefle materials may be had in the Synfleur line which produce a truly remarkable perfume efficiency. The Trefle odor is so durable that it may be reckoned among the best selling perfumes available to-day. A Trefle odor is equally popular as a perfume, properly reinforced by Musk, sweetened by either a New Mown Hay or Heliotrope flower oil, with the proper fixatives added, or as a constituent of a great many popular proprietary odors, which are always public favorites. The Trefle odor is also one of the best perfumes adapted for talcum powders and for perfuming a great many different toilet preparations. The SYNFLEUR line includes materials which enable the manufacturer to produce this odor in products at all cost prices, and which make it possible to duplicate every shading of this popular perfume. First we must consider TRECARNOL-SYNFLEUR, a Trefle flower oil, which numbers among the most popular Synfleur products. It gives a truly remarkable, most intense, flowery Trefle fragrance, and is highly appreciated in goods of the finest type. Next comes TRECARNOL-D-SYNFLEUR, of the same strength and similar character but not quite as sweet and specially suitable for medium priced goods. It may be used instead of Trecarnol in any formula, wherever price is the main consideration. TRECARNOL-W-SYNFLEUR, on the other hand, occupies a field all its own and is largely used for perfuming talcum powders. It makes the Trefle character available for many preparations where the more expensive Trecarnol-D or Trecarnol could not be considered, owing to cost, but these materials by no means exhaust the possibilities. Next we have ORCHEOL-SYNFLEUR, another Trefle flower oil, which is largely used in perfuming toilet articles, in talcum powders, and also in perfumery generally. Orcheol has no competition at the price. The odor produced is very intense—very flowery—



## Synfleur Scientific Laboratories

Founded 1889, by Alois von Isakovics  
M. Upshur von Isakovics, Proprietor  
Monticello, New York, U. S. A.







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charming and durable, but for those who must practice economy, ORCHEOL-D-SYNFLEUR is available, a similar product costing less and adapted for cheaper goods generally and finally we have ORCHEOL-S-SYNFLEUR, which makes the Trefle odor available for fine toilet soaps and owing to its low cost, Orcheol-S is largely used for many other applications, where a cheap perfume that will give charming, flowery results, is wanted. The odor produced is very intense in character and much appreciated by the public.

Last but not least, TREFLE-T-SYNFLEUR, most serviceable for perfuming the cheapest goods and for technical applications generally.

While Trefle odors are known as Orchid perfumes, the Trefle family really does not belong to the Orchid type. Synfleur line also offers Orchid Flower Oils.

To more tangibly illustrate the adaptability of the outlined suggestions, on the next page, we suggest a Trefle formula. This also appears in the Laboratory Guide Supplement. A sample of the combined odor may be had by any manufacturer.



Trecarnol-Synfleur	\$38.00 lb.	\$2.60 oz.
Trecarnol-D-Synfleur	\$26.00 lb.	\$1.85 oz.
Trecarnol-W-Synfleur	\$18.25 lb.	\$1.35 oz.
Orcheol-Synfleur	\$12.00 lb.	\$0.95 oz.
Orcheol-D-Synfleur	\$10.25 lb.	\$0.85 oz.
Orcheol-S-Synfleur	\$ 9.55 lb.	\$0.80 oz.
Trefle-T-Synfleur	\$ 6.75 lb.	\$0.60 oz.



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## Columbia Trefle Essence

The following will produce a Trefle of great charming sweetness and durability. It contains in addition to our most popular Trefle materials, just enough of the other products which are necessary to develop this odor, to round it off to best advantage and produce a Trefle Bouquet that will please even the most exacting. Our manufacturing friends who have examined samples tell us that this exceeds in durability, Trefle character and sweetness of odor, any similar product which has ever been marketed. The combination utilizes many of our best selling perfume materials. Trecarnol-Synfleur, which is used in the largest proportion, gives that intense Trefle effect for which this material has been noted for years past and which has made it so popular with many of our friends. Orcheol-Synfleur increases the Trefle effect at a minimum of expense, while the New Mown Hay and Heliotrope materials utilized, give sweetness to the odor. The Lavender, Carnation Pink and Rose materials employed, round off the Trefle character and make it much more agreeable, while the freshness and pungency of the odor are fully developed by the Bergamot, Terpeneol Acetate-Synfleur, Jasmine and Ylang Ylang, which are used in just the right proportion to produce the maximum of odor effect. Durability is assured by the use of Mousse de Chene-Synfleur, Ambrette Crystals-Synfleur and Musk Ambrette-Synfleur, while Tincture Perse-Synfleur further increases the lasting qualities. Hence it will be seen that every material used in the formula is necessary for its success, as even the materials present in only relatively small proportion all contribute to the delightful character of the finished perfume.



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## Synfleur Quality

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Standard Perfume and Flavoring Materials  
Manufactured in the United States of America



### Dissolve:

Trecarnol-Synfleur . . . . .	12 oz.
Heliotropine Liquid-Synfleur . . . . .	8 oz.
Orcheol-Synfleur . . . . .	4 oz.
Mousse de Chene-Synfleur . . . . .	2 oz.
Bergamot Blanc-Synfleur . . . . .	2 oz.
Terpineol Acetate-Synfleur . . . . .	2 oz.
Crategol-Synfleur . . . . .	2 oz.
Lavendol-Synfleur . . . . .	1 oz.
Dianthol-Synfleur . . . . .	1 oz.

Rose-R-Synfleur . . . . .	1 oz.
Ambrette Crystals-Synfleur . . . . .	1 oz.
Jasmine-C-Synfleur . . . . .	1 oz.
Ylol-Synfleur . . . . .	$\frac{1}{2}$ oz.
Musk Ambrette-Synfleur . . . . .	$\frac{1}{2}$ oz.
in a solution of	
Tincture Perse-Synfleur . . . . .	1 oz.
in	
Cologne Spirit (5 $\frac{1}{4}$ pts.) . . . . .	92 fl. oz.

This Essence may be produced at a cost of \$10.45 per pint and by properly manipulating the Essence, a Trefle Perfume or Toilet Water at any desired cost price can readily be made from the very strongest and most concentrated Trefle perfumes down to Toilet Waters. See Laboratory Guide Supplement, pages 40 and 41. Trefle Perfumes are usually colored with a few drops of Olive Green-Synfleur Liquid Perfume Color. Trefle odors are always popular and no line is complete without them.

The concentrated essence is merely quoted in limited quantities to acquaint our friends with the unsurpassed quality of the odor. Manufacturers will find it far more satisfactory to buy the perfume materials as recommended in the formula.



Sixteen ounce bottles,	\$11.65 each
Eight ounce bottles,	\$ 6.10 each
Four ounce bottles,	\$ 3.25 each
One or two ounce bottles,	\$ .95 per oz.

Heliotropine Liquid-Synfleur	\$ 18.50 lb.	\$1.40 oz.
Mousse de Chene-Synfleur	\$ 36.25 lb.	\$2.50 oz.
Bergamot Blanc-Synfleur	\$ 16.50 lb.	\$1.25 oz.
Terpineol Acetate-Synfleur	\$ 5.00 lb.	\$0.45 oz.
Crategol-Synfleur	\$ 26.95 lb.	\$1.90 oz.
Lavendol-Synfleur	\$ 16.25 lb.	\$1.25 oz.
Dianthol-Synfleur	\$ 24.35 lb.	\$1.75 oz.
Rose-R-Synfleur	\$ 47.75 lb.	\$3.20 oz.
Ambrette Crystals-Synfleur	\$ 73.50 lb.	\$4.90 oz.
Jasmine-C-Synfleur	\$115.00 lb.	\$7.40 oz.
Ylol-Synfleur	\$ 32.25 lb.	\$2.25 oz.
Musk Ambrette-Synfleur	\$125.50 lb.	\$8.05 oz.
Tincture Perse-Synfleur	\$ 31.00 lb.	\$2.15 oz.



## Synfleur Scientific Laboratories

Founded 1889, by Alois von Isakovics  
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# The Package Style

does count. Human nature is alike in this one respect. Almost unwittingly and always instinctively everyone feels the impression and impulse of "style."

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See Reproduction on Front Cover of this Issue.

## AMERICAN CAN COMPANY

NEW YORK

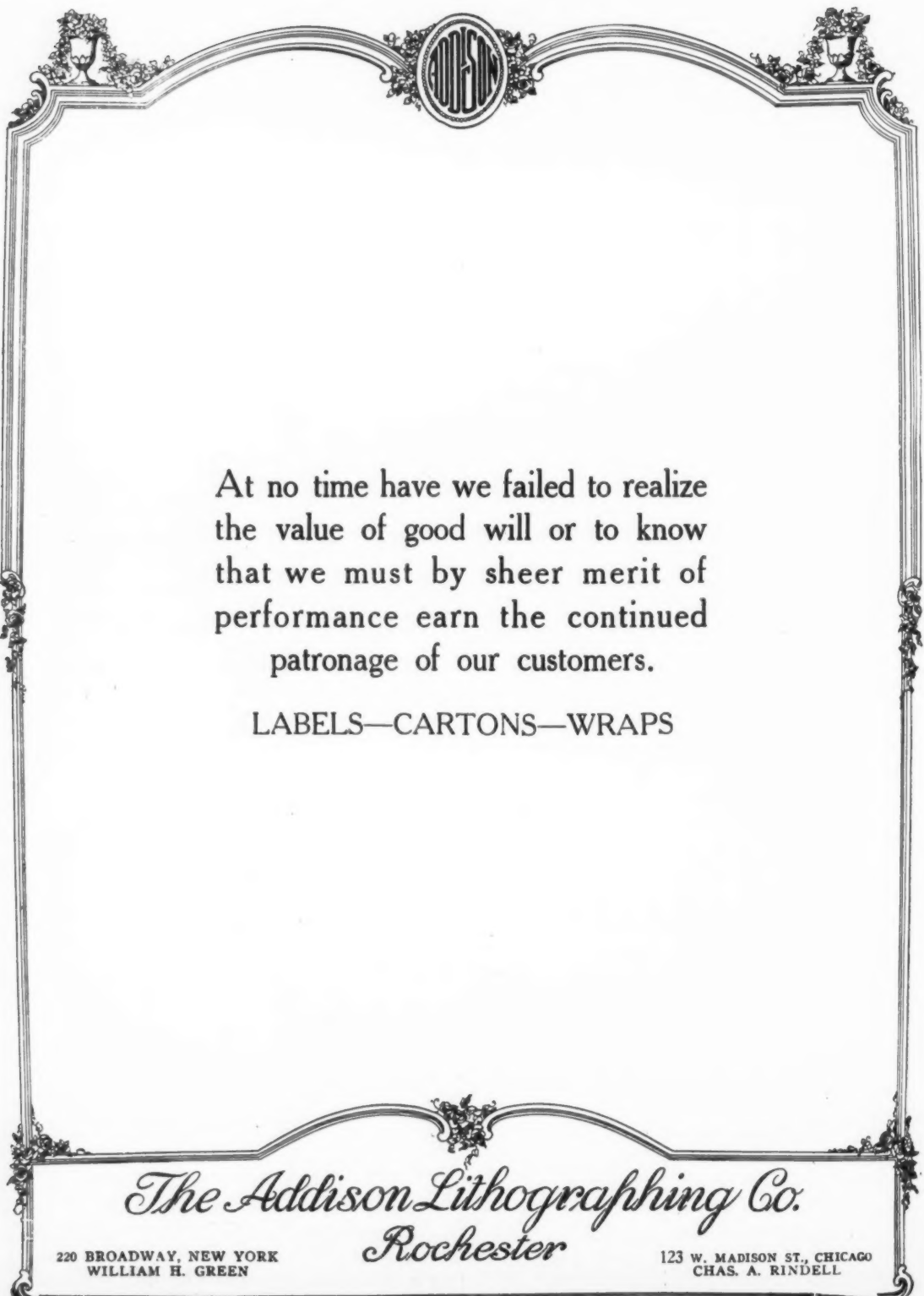
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(See back cover)

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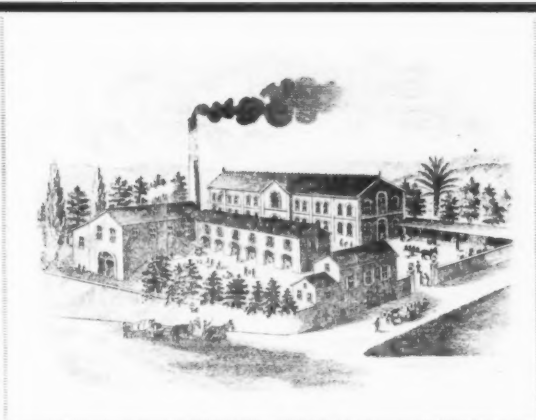
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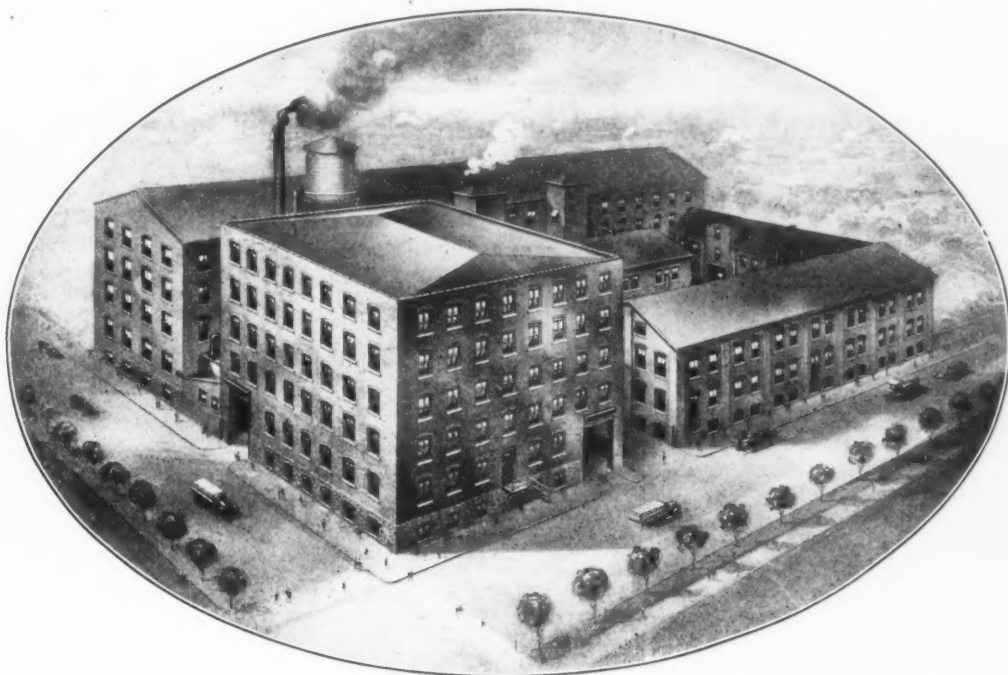
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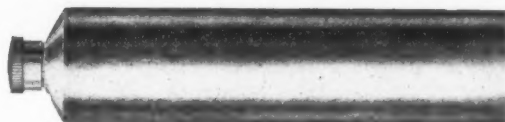
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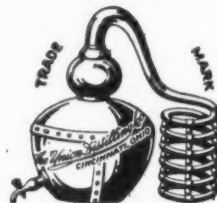
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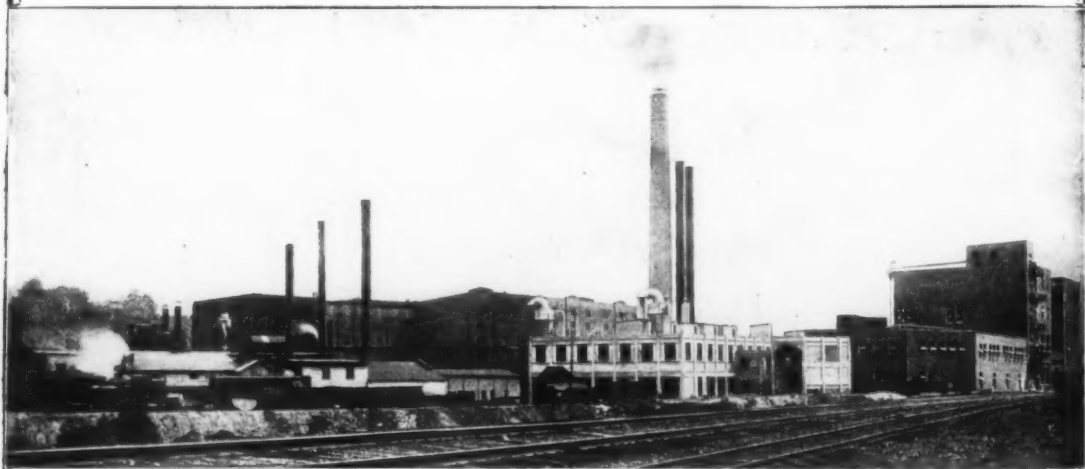
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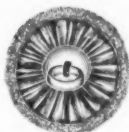
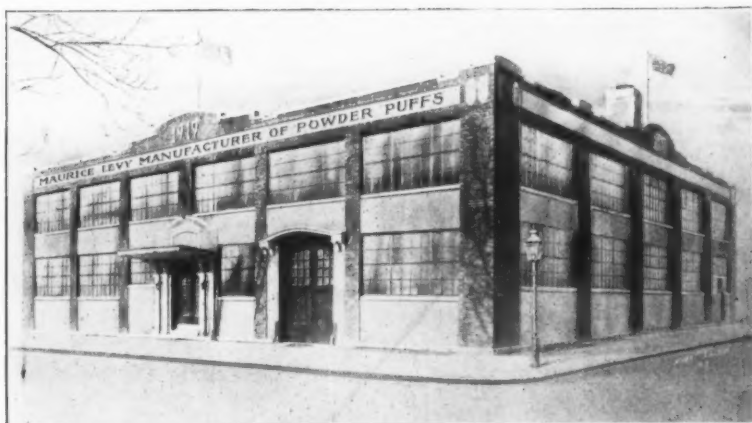
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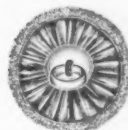
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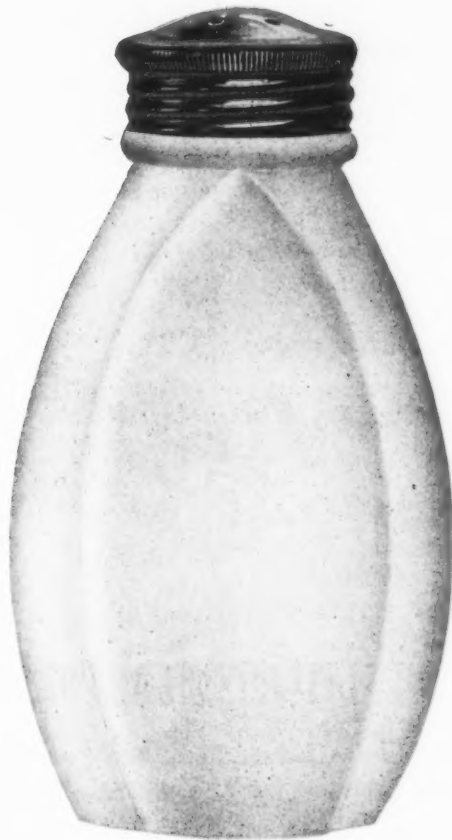
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***Sodium Benzoate, U. S. P., 8th & 9th editions***

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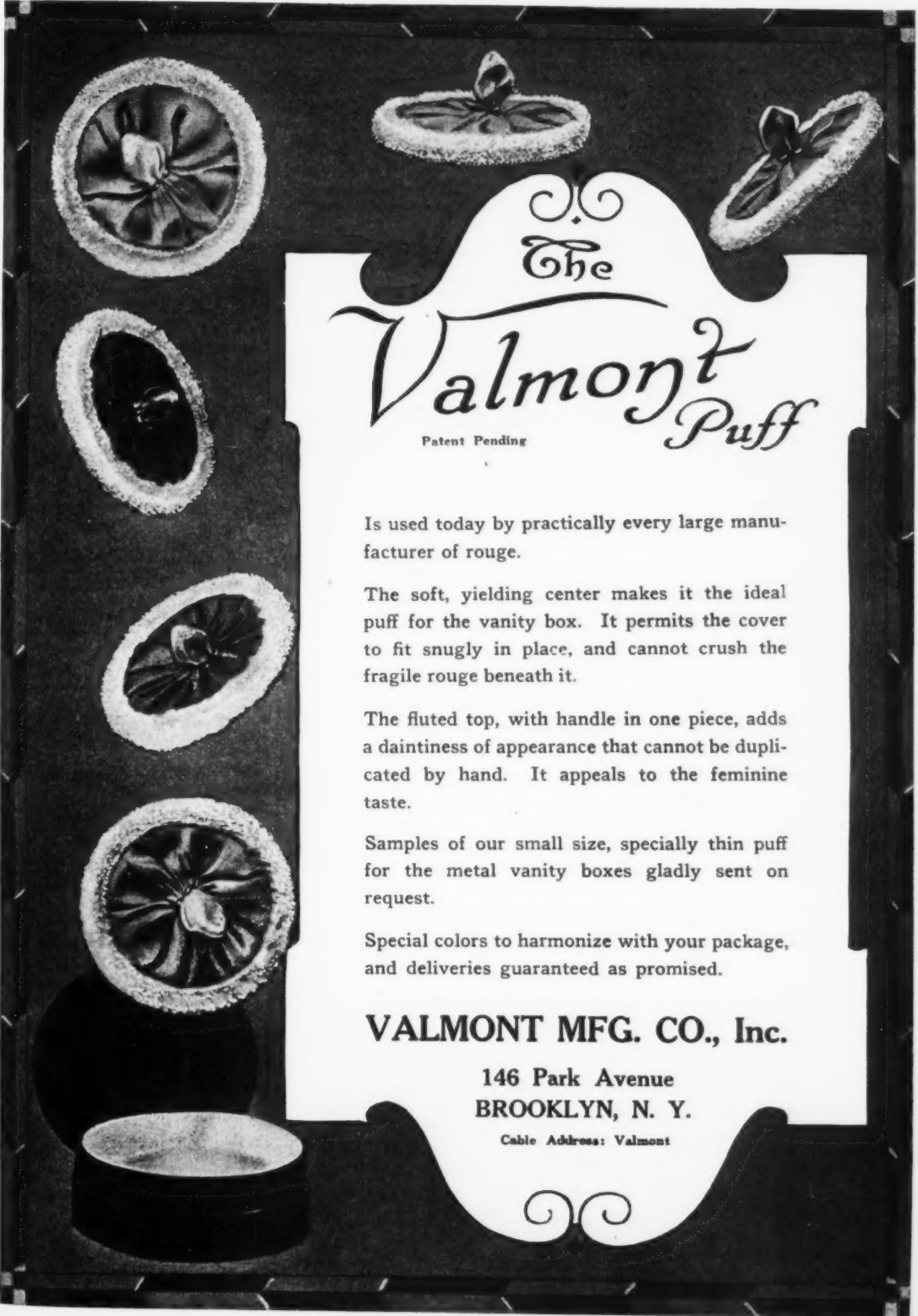
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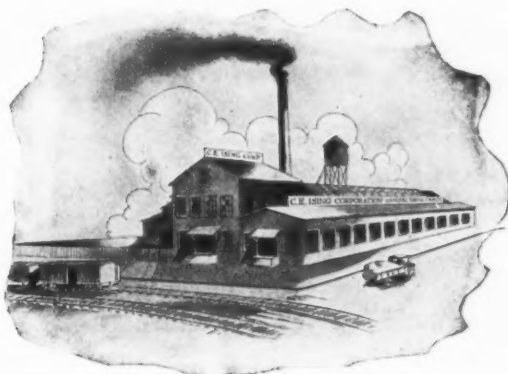
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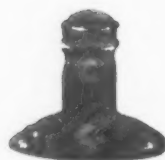
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 SEE PAGE II.

